TRADE AND INDUSTRY

11 May 1972 Volume 7 No 6 10p

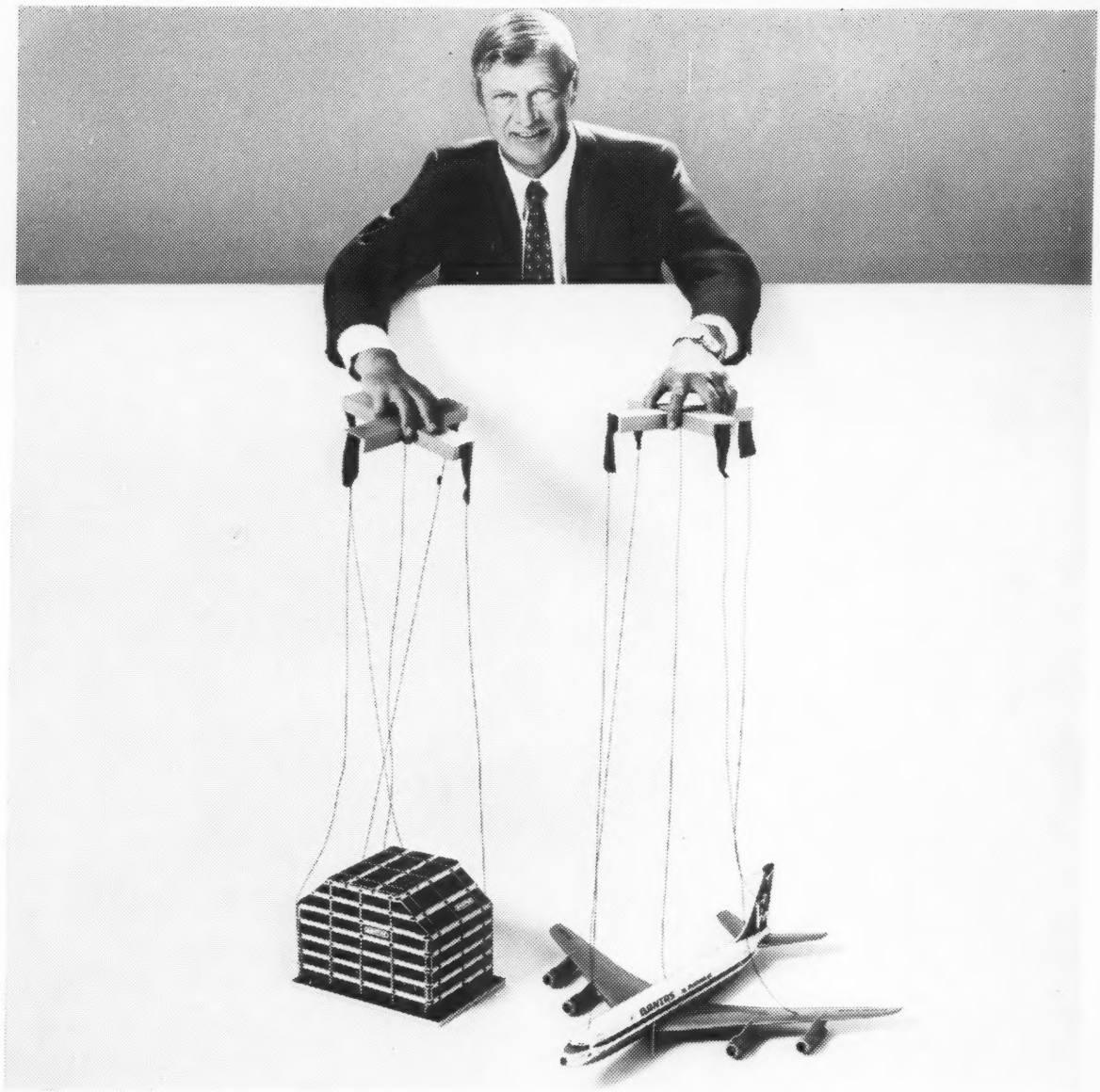
The Crown Agents: buyers for overseas governments and authorities

Gordon Bowen reviews the Metrication Board's annual report

£2,000 competition for small-firms research

United Kingdom trade in the first quarter of 1972

Britain's Trade Drive in Denmark—'more than just a commercial exercise'



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Buying for 300 overseas governments and authorities

by C. L. Sangster, OBE, Director of Supplies, Crown Agents

Mr. C. L. Sangster

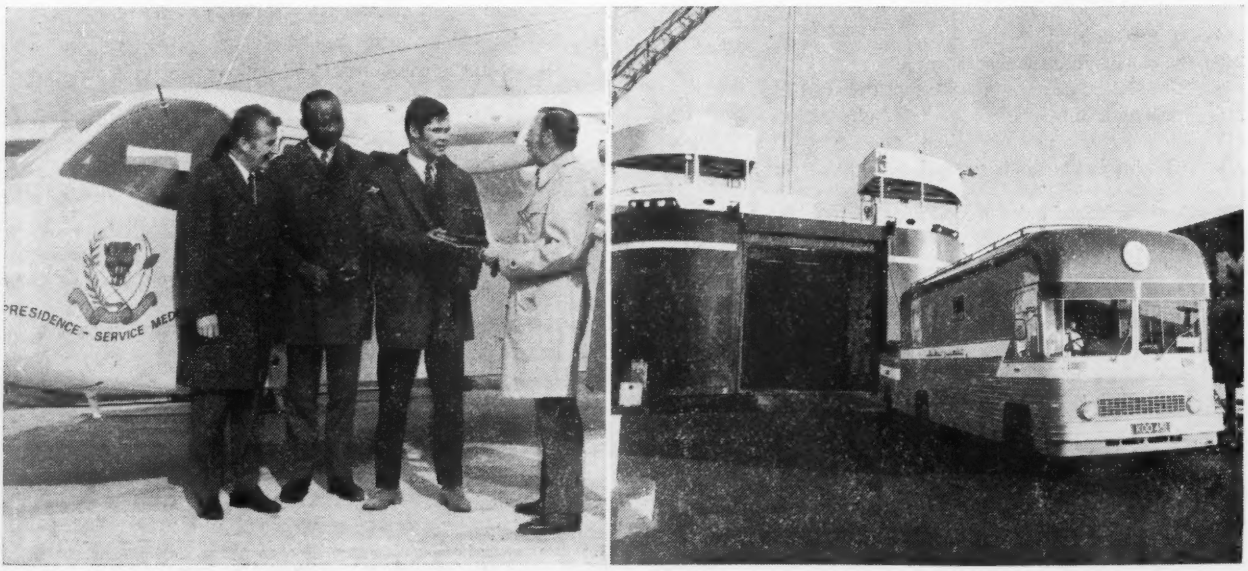
ONE of the basic functions of the Crown Agents is procurement on behalf of its Principals or, in more common parlance, the provision of a buying agency service for its customers who are made up of some 300 overseas governments and public authorities. This covers the purchase, inspection, shipment and insurance of stores, materials, plant and equipment of all kinds; the supervision of the design and production and the purchase of postage stamps, currency notes and coin; and the provision of engineering advice. Some 45 per cent of the staff of 1,750, including about 170 qualified engineers, are engaged in the various aspects of this work within the various buying, inspection and shipping divisions. A staff of some 200 specialist buyers deal with textiles, medical supplies, livestock and security printing in addition to all the engineering disciplines.

In 1971 we placed over 90,000 orders to a total value of about £100 million. Some 80 per cent of them were under £1,000 in value, but the remaining 20 per cent varied in value to something over £5 million each.

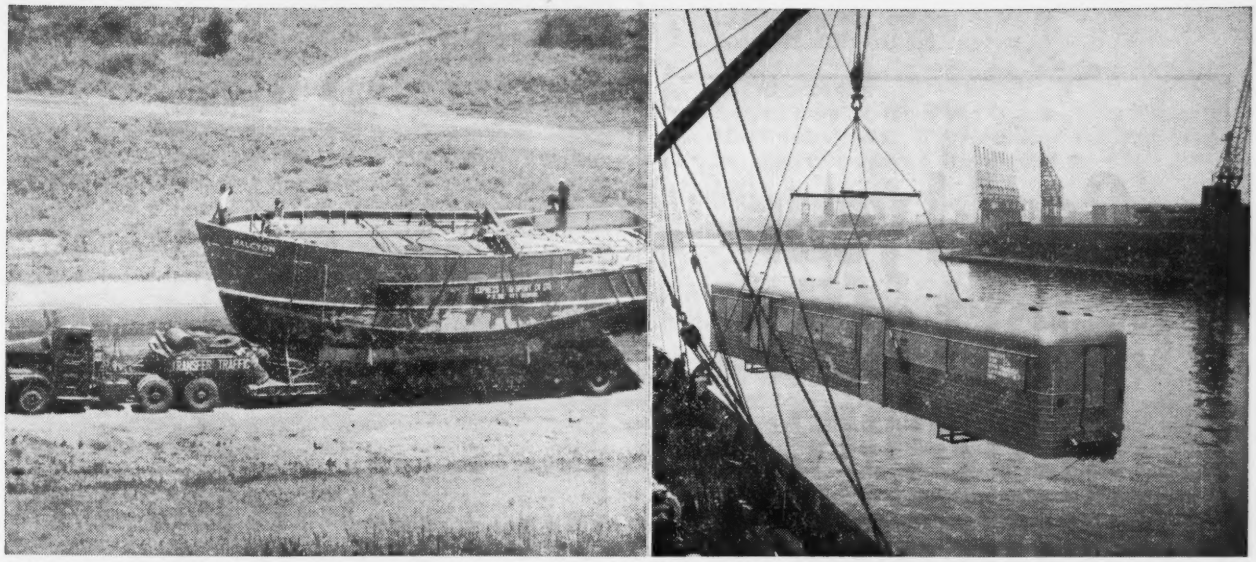
By far the greater majority of governments and public authorities for whom we act are fully independent. They are therefore under no obligation whatsoever to deal through the Crown Agents and the fact that they continue to do so to the tune of about £100 million a year is a measure of the adaptability of the office in successfully providing a service which is needed, and apparently, appreciated. They are entirely free to accept or reject any recommendations made by us in connection with the purchase of supplies, and they are equally free to instruct us to order goods from a particular country or a particular firm.

In purchasing, as in other fields, we act in the best interests of our Principals and, unless there are overriding reasons why we should do otherwise, we decide where to buy on the usual criteria of price, quality and the time required for delivery. Our purchasing, therefore, is in no way confined to Britain and, in fact, we have offices in the United States, Japan and Australia to facilitate the processing of orders placed in those areas. In addition to instructions from our Principals, a factor, which may cause us to adopt other criteria for purchasing, is the source of the funds to finance the purchases. When funds are provided by the World Bank or one of the Regional Development Banks or from a bilateral loan, we are bound to arrange purchases in accordance with the banks' guidelines or the requirements of the donor Government. In the latter case it is usual for purchase to be 'tied' to the goods of the donor country; in the former it is normal for international tenders to be required.

Out of a total of nearly £30 million placed outside the UK last year, purchases financed by World Bank and bilateral loans accounted for some £2½ million and £6½ million respectively, and as total purchases made by us under World Bank finance amounted to about £5 million, it will be seen that some £2½ million was placed in the UK. Many of the bilateral loans with which we are concerned are made by the British Government. In 1971 purchases under these amounted to about £6 million and in accordance with the conditions laid down, the orders were placed in Britain. In addition to loans we also deal with British Grants and in these instances it is interesting to note that we are acting directly on behalf of the British Government in turning the grant money into the equipment required by the



Left: A Britten-Norman 'Islander' air ambulance for Zaire. Mr. P. D. Johnson (right), the Overseas Development Administration representative, hands over log books and keys to the pilot, Capt. I. Shiel. Right: A TV van disembarking on the early stages of an overland voyage to Abu Dhabi.



Left: The survey vessel 'Halcyon' en route from Mombasa to Lake Rudolph, Kenya. Right: Loading the first diesel passenger trainset for Sabah State Railways.

recipient country. Purchases under this head were of a value of about £1 million last year.

In addition to dealing with purchase work arising from British and International Aid Programmes, we also play quite a large part in the management and drawing down of loans themselves. The size of these operations is illustrated by the fact that we are currently dealing with British loans still extant of a total value of £430 million and with 13 World Bank loans and one Asian Development Bank loan of a total value of £100 million. Our long experience of World Bank financed projects, coupled with the close contact we maintain with the Bank in Washington, through our Washington office, is of great value in coping with the multitude of queries and requests for help received daily from interested firms. We have also prepared a booklet for the use of British exporters giving guidance on British loan regulations and documentation.

Normal buying practice

Within the constraints outlined above, we follow normal buying practice in keeping with that adopted by large scale Public Authority purchasing organisations with a primary concern for efficient and proper utilisation of public funds. Generally, offers of supply are invited through the issue of tenders and, following price, delivery and technical appraisal, a contract is placed with the successful tenderer. The number of tenders issued and the field of competition covered depends to a large extent on the value and complexity of the goods required and also on a knowledge of the goods, the market, current availability prospects, transport facilities from supplier to user and numerous other factors gleaned from long experience in handling the combined requirements of may authorities. Normal competitive tendering is, however, overruled in the case of low-value orders, proprietary articles for which alternatives are not available or not acceptable to the Principal—urgency, emergency supplies for example. In these instances direct ordering is used. In all instances, the ultimate objective is to secure the best buy at the lowest price by the most impartial and efficient means. All discounts, trade or cash, are passed on in full to the Principal concerned and there is an obligation on us to maximise them to the full.

In the selection of potential suppliers, efforts are made to locate all firms capable of submitting genuine and worthwhile bids and the fact that we make use of some 16,000 world-wide suppliers is a measure of our success. We do not maintain a list of approved contractors as such, preferring a completely flexible system which allows buyers a free hand to introduce any firms in the light of current need and experience. Every attempt is made to give new firms the chance to prove their competitiveness by periodic inclusion in tender invitations.

In 1970 we began to use our computer to assist us in our supply work and first progress reminders are now produced by the computer from records of delivery promises fed in at the ordering stage, and sent to suppliers. Late deliveries are a source of continual annoyance everywhere and, conscious of what delays in deliveries can mean in terms of frustration of development and maintenance programmes, we attach great importance to the improvement of these progress arrangements. We see the use of computer techniques as an advanced means of keeping track of delivery promises and as a closer watch on the performance records of individual manufacturers.

I have referred to the objective of securing the best buy at the lowest price. The first part of this definition embraces quality in terms of sound workmanship and durability. To this end full use is made of British Standard Specifications, and, in addition, we maintain a range of supplementary specifications. In suitable commodity fields such as specialist clothing, sealed patterns are kept as a means of maintaining standards for competitive tendering and for control over specification. Quality is also controlled and a satisfactory supply ensured by the comprehensive inspection services which we provide. These inspection services are in no way a duplication of the quality control exercised by a manufacturer within his works, nor do they relieve the manufacturer in any way of his contractual responsibilities. The inspector represents the ultimate user and performs a useful function against possible complaints and expense at a later date. Some random testing is carried out in our own laboratories, but in the main, inspection and testing is carried out at manufacturers' works. The Inspection Divisions are staffed by specialists covering the full range of modern industry, and staff are located in regional offices in the United Kingdom, Europe, Japan, India, Hong Kong and Singapore. Inspection is also carried out in other parts of the world—for example Canada and Taiwan on short 'ad hoc' assignments.

The Shipping Division arranged shipment for some 250,000 tons of cargo in 1971. To assist in this work a freight office is maintained in the City with a complement of dock staff to oversee the loading and storage of large, specially important, or dangerous cargoes. A separate air freight branch exists to deal with the growing volume of business as Authorities become

(*continued on next page*)

Could your export office be more efficient?

Export offices must be equipped to meet the challenges facing Britain's exporters in the 1970's. Is yours?

To help you meet these challenges the Department of Employment has set up a course in export office procedure for staff in exporting departments.

The course covers the procedure, documentation and particular problems associated with exporting—such as containerisation and their shipping forms.

The course also explains the basic principles of passing on information, thus helping those taking the course to implement export procedures within their own organisation.

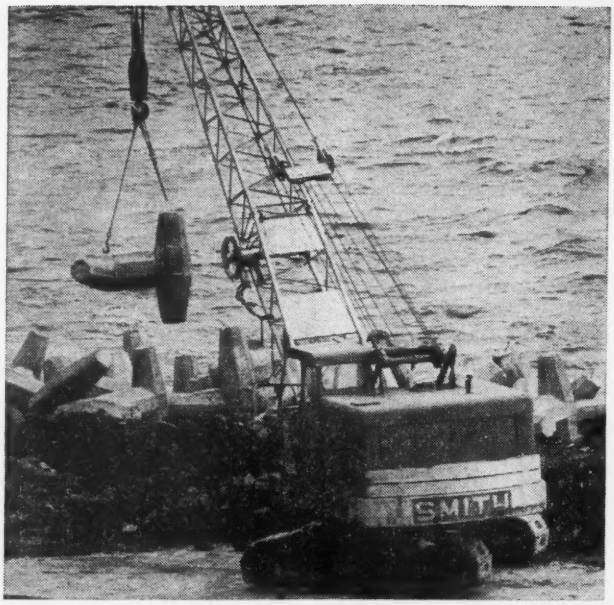
All applicants should be experienced in clerical work.

Each course lasts five days, and the fee is £28 per place.

Courses are held regularly in England, Scotland and Wales and special arrangements can be made for companies or organizations in their own premises or at a local venue.

For further details and a list of courses already planned, please write to: The Senior Training Officer, (TE4), Department of Employment, Ebury Bridge House, Ebury Bridge Road, London, S.E.1., or to any Regional Office of the Department.

DE Department of Employment



Tristan da Cunha—A Smith 26 crane-dragline excavator at work on construction of the island's harbour wall. The Crown Agents' Engineering Services Department advised on the harbour construction and the Civil Engineering Contracts Department supplied both crane and the 'Dolesse' concrete blocks.

THE CROWN AGENTS

continued

more aware of the economical advantages of air transport. Many consignments are despatched by scheduled flights, but most air despatches are flown in specially chartered aircraft. The Shipping Division is also responsible for checking and arranging payment of invoices, forwarding shipping documents for customs clearance at port of entry, and for advising Principals that goods have been sent forward.

The production of postage stamps and banknotes is dealt with by a special division which also handles orders for coin. These items have to be produced under strict control and we maintain our own staff at the works of selected printers who are required to produce work of extremely high quality under secure conditions. The value of the orders placed exceeded £3,300,000 in 1971 covering 1,150 million stamps and over 250 million notes.

Attached to the Supplies Directorate is a Supply and Stores Advisory Service. This is a service available to Principals to assist them with their supply problems by providing specialist advice in the field of stock control and supply. The service also runs a residential course of nine weeks' duration on Supply and Materials Management for Supplies Officers from overseas. Three such courses have been arranged for 1972, 25 officers attending each course. On the current course the officers come from 18 different countries. The Institute of Purchasing and Supply have based an examination on the syllabus of the course and course members are given the opportunity at the end of the course to sit the examination which leads to Corporate membership of the Institute.

The Crown Agents' office is not a Department of the United Kingdom Government. It is a Public Service available to any Government or Organisation in the Public sector only and does not act on behalf of any individual or commercial body in the private sector. It obtains no financial support from the British Exchequer. It is financially self-supporting deriving its income from charges for services rendered to its Principals, the charges being fixed at a level to cover administrative costs and to provide for an adequate working balance. It acts entirely in the interests of the Principals who employ it.

More information: Crown Agents, 4 Millbank, London SW1. Tel. 01-222 7730.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments.

Councillor K. Millett of Pontefract, to be a member of the North Eastern Gas Consultative Council.

Mr. G. F. Smith of Sheffield, to be a member of the East Midlands Gas Consultative Council.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Grand Metropolitan Hotels Ltd. and Watney Mann Ltd.
Glynwed Ltd. and John Cashmore Ltd.
Acrow (Engineers) Ltd. and The Steel Group Ltd.
Engelhard Industries International Ltd. and Sheffield Smelting Co. Ltd.
The acquisition by Ozalid Co. Ltd. of Criterion Graphic Products Ltd. and Arkwright-Interlaken Inc. (subsidiaries of Venesta International Ltd.).
The proposed acquisition of William Cory and Son Ltd. by (a) Jessel Securities Ltd. in conjunction with Court Line Ltd. or (b) The Ocean Steam Ship Co. Ltd.

Kingswood opencast site decision

THE National Coal Board applied to the Department of Trade and Industry in February 1971 for an authorisation to work coal by opencast methods at the Kingswood site which lies adjacent to the A5 trunk road to the west of the village of Norton Canes, near Cannock, Staffordshire. The site would produce about 4 million tons of coal for power stations over a working period of about five years. The Board based their case on the fact that coal was then in short supply. In December 1971, following a public inquiry, the Secretary of State for Trade and Industry rejected the Board's application on the grounds that there had been a change in the supply situation and that the need for the coal over the next few years did not justify over-riding the objections made by local residents.

The Board re-applied for an authorisation in March of this year, on the grounds that the loss of production caused by the miners' strike had strengthened their case made at the inquiry that the coal was required to help meet the nation's energy needs over the next few years. Objections were made by the Norton Canes Residents Association and the Norton Canes Branch of the Cannock and Rugeley Conservative and Unionist Association; nearly 600 letters of objection were received from individual residents. The objections criticised the Board's quick re-application and considered that the miners' strike had not materially altered the situation.

The Secretary of State is of the opinion that the prospects for coal supplies over the period of working of the site have not been significantly affected by the strike and would not justify over-riding the amenity objections which he upheld in December. He has therefore decided to reject the Board's second application.

'The law relating to safety and health in mines and quarries'

'THE law relating to safety and health in mines and quarries', previously published in four volumes, has been re-printed in four parts. This publication has long been regarded as a valuable book of reference by officials, workmen and others concerned with the working of mines and quarries, and the new four-part edition, containing all new regulations, etc., is no less valuable.

The contents of the four parts are now as follows:

Part 1 The Mines and Quarries Act 1954, the Mines and Quarries (Tips) Act 1969 and the Mines Management Act 1971; HMSO price £1.

Part 2 Regulations, etc., relating to mines of coal, stratified ironstone, shale and fireclay; HMSO price £1.50.

Part 3 Regulations, etc., relating to miscellaneous mines; HMSO price 48p.

Part 4 Extracts from the Mines and Quarries Act 1954 and the Mines and Quarries (Tips) Act 1969 and Regulations, etc., relating to quarries. HMSO price £1.

The books are available from Her Majesty's Stationery Office bookshops.

Gas turbine generating station at Leicester authorised

THE Secretary of State for Trade and Industry has authorised consent to be given to the Central Electricity Generating Board to construct a 150 MW gas turbine generating station at Leicester. It will be on the site of, and additional to the existing station at Leicester.

New industrial material development for Team Valley Estate

THE Department of Trade and Industry have announced that Advanced Materials Engineering Ltd. are to occupy a 2,250 square metres (25,000 sq. ft.) advance factory built by the English Industrial Estates Corporation on the Team Valley Estate, Gateshead.

When Advanced Materials Engineering Ltd., move into the new factory early this summer, it will bring a space-age material on to Tyneside. The company, which was formed less than two years ago, was formed by a consortium consisting of Clarke Chapman—John Thompson Ltd., Doulton and Co. Ltd., The British Leyland Motor Corporation Ltd., Ransome Hoffman Pollard Ltd. and supported by The National Research Corporation to develop commercially silicon nitride and silicon nitride components.

Silicon nitride is a material with a combination of unique properties, notably in resisting high temperatures and other hostile environments. Components have been supplied to a wide range of industries and the further development of parts for gas turbine engines is expected to be a major interest for this material with exciting prospects for home and overseas markets, including the United States of America, Japan and Europe.

Patents in the Common Market

THE Department of Trade and Industry published on May 3, 1972, under the title 'Patents in the Common Market' an unofficial translation of the second draft of a Convention for a Community Patent. An unofficial translation of the first draft was published in 1970 under the same title.

The publication includes also first drafts of implementing rules, financial regulations and commentaries on the texts.

This draft Convention has been prepared by the Six EEC countries and is supplementary to a draft European Convention concerned with the establishment of a common granting procedure for a European patent which is now under active discussion between 20 European countries, including the United Kingdom. The effect of the Community Patent Convention would be to make the European patent effective as a single Community patent throughout all the Community countries and it is therefore of considerable importance to United Kingdm industry.

The translation is obtainable from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London WC2A 1AY and from HMSO and branches price 60p (by post 65½p).

Dear Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET, and *not* to HMSO.

Going metric—looking ahead

Gordon Bowen, Director of the Metrication Board, reviews the Board's Third Annual Report*

In 1965 Britain embarked on a 10-year programme to change over from imperial to metric. Seven years have now gone and but three remain. To quote the White Paper on Metrication (Cmnd 4880) 'The Government believe that the time has now come when they must act to ensure the orderly completion of the process'. The Metrication Board's Third Report completed before the issue of the White Paper, describes the progress already made and what remains to be done if the goal is to be reached.

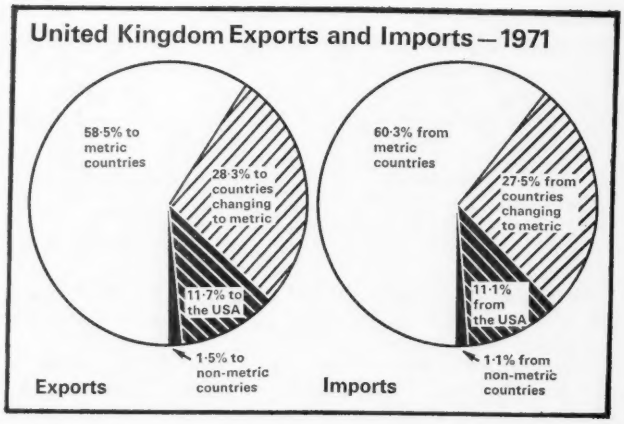
While describing the progress made in 1971 and in some cases the lack of progress, the main function of this report is to define the tasks immediately ahead, notably in 1972 and 1973 for each of the main sectors of the economy. Throughout it is emphasised that the metric change is not and cannot be confined to manufacturing industry. It must come to embrace all sides of national life for almost all purposes, as indeed it is already doing to a limited extent. The report brings out the major role of education at all levels in making the metric change possible and in equipping us as a nation to live, work and play in a metric world.

The report describes the progress made in industry. Industrial materials, including non-ferrous metals, steel, building materials, timber, paper and board will all be substantially metric by the end of 1972 or early 1973. By the end of 1973 new building projects in Britain will be substantially metric. Progress in engineering is more eneven but broadly this group of industries is up to programme and sees no reason why it should not achieve the 1975 target of 75 per cent of production being metric. Engineering may even do better but a great deal depends on the very large numbers of small firms. These face special problems to which the Metrication Board is giving particular attention. The main problem of many sectors of the engineering industries is not the changeover itself but the slow rate of rise in the home demand from other industries for metric products and components.

Critical areas for the future

The most critical areas for the future are those in which changes will have a direct impact on consumers, notably through purchases of metric quantities. Recognising that the change-over must proceed product by product, the Report stresses the need for adequate co-ordination in the interests of manufacturers, distributors and users. In 1971 there was a lack of progress in the food industry. The situation was complicated by the uncertainty of manufacturers as to how fast they should go in introducing changes. The change to metric in overseas countries is relevant, while the prospect of membership of the European Community creates a new set of circumstances which have to be taken into account in planning metric changes. The main conclusion of the Report is that the period of greatest change in the food industry is now likely to be in 1974 and extending into 1975. The report indicates a slowing down in the rate of change in textiles. The changes in clothing are dependent on progress in reaching international agreement on sizing.

The Report surveys the extent to which metric goods and



goods sold in metric quantities are reaching the shops. It emphasises that there can be no single 'M' day for the changeover. This makes co-ordination and an adequate information effort indispensable. The objective should be to reduce the transitional phase for each commodity to the shortest practicable period. It will be simpler for us all when we have no longer to use both imperial and metric measures and can work and shop entirely in metric.

The Report concludes with a review of metric progress overseas. The major trading nations of the world with the exception of USA are now either metric or are in the process of changing. Those which are changing include such important markets as Australia, Canada, the Irish Republic, Nigeria, New Zealand and South Africa, as well as the East African Community of Zambia. Substantial progress is being made. Thus in South Africa the change is expected to be almost complete by the end of 1972; in Zambia it is expected that the metric system will be in general use by the end of 1973. In the East African Community, all weights and measures will be metric by the end of June 1972 and all weighing and measuring instruments will have been converted to indicate only in metric units. Nigeria requires all imported equipment to be calibrated in metric units. The Australian Metric Conversion Board has announced that Australia will be 70 per cent metric by 1976 with substantial progress planned for 1973.

Already in 1971, 58 per cent of British exports went to metric countries and 60 per cent of imports came from them: 28 per cent of exports went to countries which are changing to metric and 27 per cent of imports came from them; 12 per cent of exports went to the USA and 11 per cent of imports came from there, only 1 per cent of trade in both directions was with other countries.

There no longer seems to be any reasonable doubt that the United States of America will make the change. The main message of the US Metric Study *A Metric America* is that the issue before the country is not whether to change to metric but how to make the change effectively and economically. The recommendations in the Report have been accepted by the Administration and legislative proposals to implement them are now before Congress.

The main conclusions to be drawn from the Metrication Board's Third Report are that if sufficient effort by all is put

*'Going Metric—Looking Ahead: Report of the Metrication Board for 1971.' HMSO. 90p.

Metrication Board publications

FREE

Quarterly Bulletin

Going Metric 1 July 1971
Going Metric 2 October 1971
Going Metric 3 January 1972
Going Metric 4 April 1972

Leaflets

IM1 Steel sheet and plate
MG1 Metric measures for wood and board
MG2 Survey of progress
MG3 Metric world
MG4 Guide for schools
MG5 Engineering industry manuals
MG6 Weighing machines
MG7 The costs
MG8 The advantages
MG10 Metrication in Britain

ML1 Everyday units
ML3 Using a metric micrometer
ML8 Temperature
ML9 Films
ML10 Standards
ML11 Industrial Programmes

Simple Guides for Management

MM1 Checklist for managers
MM2 Informing personnel
MM3 Simple training plan for industry
MM8 Engineering production

Local Sources of Information

Leaflets on particular regional centres give addresses of local organisations which can provide information on metric progress in industry and commerce, on technical and operational advice or on training.

Metric Memos

M1 Metric identification
M3 Report of Working Party on Weighing Machines
M5 Metrication of UK port charges for freight
M6 Learning Metric—a videotape and film for teachers
M7 ISO Metric threaded fasteners
M8 Metric progress in the engineering industries

Conference Reports

Going Metric in Building and Civil Engineering
Engineering: Progress and Future Programmes

Booklets

Report of the Working Party on Weighing Machines
Learning Metric: a discussion guide based on a videotape for primary school teachers and those in teacher training.

AVAILABLE FROM GOVERNMENT BOOKSHOPS AND BOOKSELLERS

Metric Units: an International System
HMSO Price 5p

Going Metric: The First 5 Years
HMSO Ref SBN 11 700100 7 Price 62½p

Going Metric: Progress in 1970
HMSO Ref SBN 11 700172 4 Price 80p

Going Metric: Looking Ahead
HMSO Ref SBN 11 700185 6 Price 90p

Metrication for Engineering Management
HMSO Ref SBN 11 700177 5 Price £1.90

Metrication in the Machine Shop
HMSO Ref SBN 11 700176 7 Price £1.75

GOING METRIC

continued

into the job Britain can be metric by 1975. This concerns us all. It is not solely a matter for industry. The sooner we can achieve this objective the easier it will be, the lower the costs and the sooner the benefits will be realised. Delay and loss of momentum with the resultant uncertainty and confusion would be costly and would not help the consumer.

A great deal has already been achieved. There can be no turning back. Circumstances here and overseas make evident the need to press forward vigorously. While the private sector and the nationalised industries have a major role, a firm lead from the Government is indispensable. Britain is committed to this policy because metric is an essential element of the pattern of life world wide in the seventies.

Ministerial meetings of EFTA Councils —communique

THE EFTA Council and the Joint Council of EFTA and Finland met at ministerial level in Geneva on May 4 and 5, 1972. Mr. Michael Noble, Minister for Trade of the United Kingdom, was in the chair.

In the EFTA Council, with the Finnish Minister taking part in a personal capacity, ministers reviewed recent developments in European integration.

Ministers welcomed the successful conclusion of the negotiations of Denmark, Norway and the United Kingdom for membership of the Communities and the signature by those countries of the Accession Treaty in Brussels on January 22, 1972.

All Ministers expressed their satisfaction that the first phase of the negotiations between the non-candidate EFTA countries and the Community had now been completed and that agreement in principle had been reached on a number of important constituent parts of the prospective Special Relations Agreements. On the other hand, Ministers noted with concern that a number of problems of crucial importance to the individual non-candidate countries remained unsolved. They stressed the importance of reaching balanced solutions which would be mutually satisfactory and safeguard the free trade already established between EFTA countries.

The Ministers of the acceding countries stated that they would continue to bear fully in mind the importance of these questions during their consultations with the Communities.

As the Agreements should come into force at the same time as the acceding countries enter the Communities, ie January 1, 1973, sufficient time must be left for the necessary ratification procedures. For this reason, all Ministers underlined the importance of concluding the negotiations before the summer recess.

Ministers reiterated their conviction, which had also been expressed by the Ministers of the Communities, that all new arrangements would be in conformity with the provisions of the GATT.

Reviewing the international economic outlook, Ministers expressed their satisfaction at the efforts being made by governments and the international organisations concerned to contribute to the solution of the basic problems facing the world economy, including the international monetary problem.

Ministers welcomed the initiatives which had been taken by the European Communities, Japan and the United States in putting forward proposals for a new global trade negotiation in the GATT, beginning in 1973. All the EFTA countries expressed their desire to participate in such a negotiation and to do everything possible to bring it to a successful conclusion. They believed that the success of such a GATT negotiation would be greatly to the benefit of the world at large and stressed the view of all EFTA Governments that particular consideration would have to be given to the interests of developing countries.

Ministers reaffirmed their support for the efforts being made in the Conference of UNCTAD in Santiago in Chile, to improve the conditions of developing countries with regard to trade, financial and monetary matters. In the view of all EFTA Governments, the

(continued on next page)

Mr. John Davies, Secretary of State for Trade and Industry, is seen at Manchester Town Hall, where he spoke recently at a meeting to promote commerce and industry in the area. The meeting was arranged by the Mayor of Manchester, Ald. D. J. Edwards, who is also seen in the picture.

EFTA MINISTERIAL COMMUNIQUE

continued

interests and needs of developing countries would have to be taken fully into account in all international negotiations.

In welcoming the growth and broadening of East-West economic relations which had in general taken place in recent years, Ministers expressed the hope that these favourable trends would continue to develop along with the overall growth of trade of the EFTA countries.

Ministers paid warm tribute to Sir John Coulson on his retirement as Secretary-General. The services he had rendered to EFTA since 1965 had been of the greatest value and the Association was deeply indebted to him. They expressed satisfaction that continuity in the direction of the Secretariat would be ensured as Sir John would be succeeded by Ambassador Bengt Rabaeus, who had been his deputy since April 1966, while Mr. Alfred Wacker would continue in his function as Deputy Secretary-General.

At the invitation of the Austrian Government, Ministers decided to meet again on November 16 and 17, 1972, in Vienna.

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, pushes a button to start production of net curtains at the new factory of Monarch Textiles Ltd. at Kirkby-in-Ashfield, Notts. Left to right: Mr. D. S. O. Smith, chairman of the company; Mr. Grant; Mrs. Smith, director; and Mr. H. Constable, managing director.

Mr. Davies speaks on Anglo-Italian industrial co-operation

GREATER industrial co-operation between Britain and Italy would be to the advantage of both countries, said Mr. John Davies, Secretary of State for Trade and Industry at a *Financial Times* Conference on 'Business Opportunities in Italy' in London on May 2.

'I should welcome more contact between industrialists which could lead to new Anglo-Italian ventures' he said. 'The merger of Dunlop and Pirelli, 15 months ago, giving a wide geographical coverage of investments with sufficient financial resources to compete with other giants in world markets at the same time as avoiding expensive duplication of research and plant, illustrates the value of industrial collaboration on a large scale. There are also benefits to be gained by Anglo-Italian co-operation at all levels. And I believe that the United Kingdom has a significant technological contribution to make to the development of the EEC. The most valuable technical co-operation does not depend on Government-to-Government contacts but on industry getting together on the basis of common interests in similar or complimentary areas and we should find a wide range of opportunities in licensing and know-how arrangements or closer forms of joint-venture in technological fields.'

Mr. Davies said that the Government's export programme was 'moving towards more emphasis on getting British and Italian businessmen together and less on the straight promotion of exports or hardware, although the latter is likely to remain important for some years to come.'

'Perhaps too many of us are insufficiently aware of the great changes which have taken place in the Italian economic and industrial fields. The fact, for example, that of the developed countries only Japan can show a greater rate of sustained growth. Within this pattern, the slowdown of the last two years seems likely to be no more than a temporary breathing space and the forecasts of renewed growth towards the end of the year should stimulate us to intensify our exploration of the market to see how we can best take advantage of that renewed growth.'

Nationalised industries borrowing

IN the House of Commons on May 3, Mr. Anthony Barber, the Chancellor of the Exchequer, was asked whether the Government proposed to make any changes in the arrangements for borrowing by the nationalised industries.

In a written reply the Chief Secretary to the Treasury, Mr. Patrick Jenkin, stated:

'Yes. Following the changes in credit control policy introduced last year, nationalised industries will be allowed greater flexibility in arranging short-term finance. Longer-term finance will continue to be provided by the National Loans Fund; but certain restrictions on the terms on which this finance is available will cease to apply. The changes are summarised in a memorandum setting out policy as it now stands. This memorandum has been sent to the industries, and copies have been placed in the Library of the House'.

The main changes described in the memorandum are briefly as follows:

a. There is a relaxation in the rule that borrowing by a nationalised industry from the National Loans Fund should be for a single maturity period (which may, of course, differ between industries) related to the average life of its new assets. In future, an industry will be able to take tranches of National Loans Fund borrowing for more than one maturity period, if its new assets fall into different categories with different lives. Some other less important relaxations will also be allowed.
b. Increases may be allowed in temporary borrowing limits, and the industries will no longer be required to take short-term finance exclusively in the form of bank overdrafts.
c. The industries will in appropriate circumstances be allowed to make greater use of financing by bills.

The memorandum is a statement of present policy, and it does not prejudice possible future development of general nationalised industry policy, as the market for industrial funds evolves as a result of the new credit control arrangements, and as economic circumstances change.

£2,000 competition for small-firms research

IN an entirely new departure, the Department of Trade and Industry has offered a £2,000 prize to encourage wider interest in small firms. The award will finance six months' work on the best research project proposed on the operation, management or exporting activities of small firms.

'Great multi-national companies do not emerge from outer space. The small firms of today are the large firms of tomorrow,' said Mr Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development and Minister with special responsibility for small firms, announcing the competition last week.

He said the idea had sprung from the comment of the Bolton Committee that the small firms sector had been little researched and poorly documented.

The Bolton report included 18 research reports but commented on the need for greater interest in small firms by government, by bodies representing industry, by academics and by the public, and emphasised the enormous scope for further research.

With a large number of small businesses—estimated at 1¼ million—the Committee was forced to use special definitions in each of the nine industry groups they examined.

It is not intended to restrict the choice of topics to any sector of industry or to any particular aspect of small-firm operation. The competition is open to individuals in any walk of life (except Civil Servants) with the necessary qualifications. While not debarred from receiving outside assistance, the winner will be fully responsible for carrying out the research and for reporting on it.

Entries must be made on official entry forms and received by the Department no later than July 3, 1972. The result will be announced shortly afterwards. Competitors have been asked to give an assurance that, unless they are self-employed, they have obtained their employer's agreement to release from normal duties for six months to carry out the research project.

To make it as easy as possible for competitors who are employed to obtain release for six months, some time is being allowed before the successful competitor would have to start work on his project. However, it is felt that the start cannot be delayed beyond November 30, 1972. Competitors will be told that if successful, once they have informed the Department of the starting date for research, they are expected to complete the project and report on it within six months. While the report will become the property of the Department, should the decision be taken to publish it, the successful competitor will be acknowledged as the author.

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, announcing the competition for research into small firms last week. With him is Mr. Larry Tyndale, Joint Permanent Secretary, Industrial Development Executive, DTI, and a member of the Bolton Committee.

Progress on the project will be reviewed by the Department at monthly intervals and will usually take the form of discussion with the research worker. Further details of the competition and official entry forms can be obtained from: Department of Trade and Industry, Small Firms Division (2), Room 245, Abell House, Westminster, London, S.W.1 (tel. 01-834 4422, ext. 14 and 361).

DEFINITION OF SMALL FIRMS USED BY THE BOLTON COMMITTEE

Industry group	Definition
Manufacturing	200 employees or less
Retailing	Turnover £50,000 p.a. or less
Wholesale trades	Turnover £200,000 p.a. or less
Construction	25 employees or less
Mining/quarrying	25 employees or less
Motor trades	Turnover £100,000 p.a. or less
Miscellaneous services	Turnover £50,000 p.a. or less
Road transport	Five vehicles or less
Catering	All, excluding brewery-managed public houses and multiples

Scottish Timber Products Ltd. have announced the building of a major particleboard plant at Cowie, near Stirling, to be in production by late 1973. It is a £7 million project with an initial capacity of 170,000 tonnes a year and will employ 225 people at full initial capacity. The plant will consume, initially, about 150,000 tonnes of small roundwood and sawmill residues annually, from a catchment area of 150 miles radius. There was a large unused surplus of sawmill residues in Scotland last year, and the Forestry Commission have supported the project from its start two years ago by agreeing to enter into a long-term agreement for the supply of timber. Several large private timber supply organisations have also entered into supply agreements. The United Kingdom particleboard market has expanded rapidly in the last five years and is now having to import nearly 70 per cent of its requirements. By 1978 Scottish Timber Products aim to provide a direct import substitution saving of about £10 million a year.

Postponement of increase in import duty on mutton and lamb

IT was announced on March 11 by the Minister of Agriculture, Fisheries and Food that, in the light of representations by the New Zealand Minister of Agriculture, the Government proposed to postpone until February 1, 1973 the increase in the duty on mutton and lamb which was to have come into operation on July 1, 1972, and that the necessary Order would be laid before Parliament.

The Import Duties (General) (No. 1) Order 1972 (S.I. 1972 No. 677), which gives effect to that decision, was laid before Parliament on May 4. Copies of the Order may be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, WC1 and Branches (price 2p) or by post from HMSO, PO Box 569, London SE1 9NH (price 4½p).

Notes

The rates of duty introduced in July 1971 under the Import Duties (General) (No. 3) Order 1971 were:

	Mutton, bone-in carcases, whole	Other mutton and lamb
	£	£
July 1 to December 31, 1971	0.2332 per cwt.	0.4665 per cwt.
January 1 to June 30, 1972	0.4667 per cwt.	0.9335 per cwt.
July 1, 1972 onwards	0.7000 per cwt.	1.4000 per cwt.

Disclosure of information about imports

CONSIDERATION is being given under Section 3 of the Finance Act 1967 to the disclosure of information relating to the import of the following goods:

SITC(R)		Code Number
673.23		
	Of alloy steel—	
	Bright steel bars—	
	Stainless and heat resisting	7315 1811
	Other bars and rods—	
	Flats—	
	Stainless and heat resisting	7315 2856
	Other—	
	Stainless and heat resisting	7315 3456

The Government are consulting the Association of British Chambers of Commerce in this proposal, and the Association will take into account any views received from importers by June 1, 1972.

The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

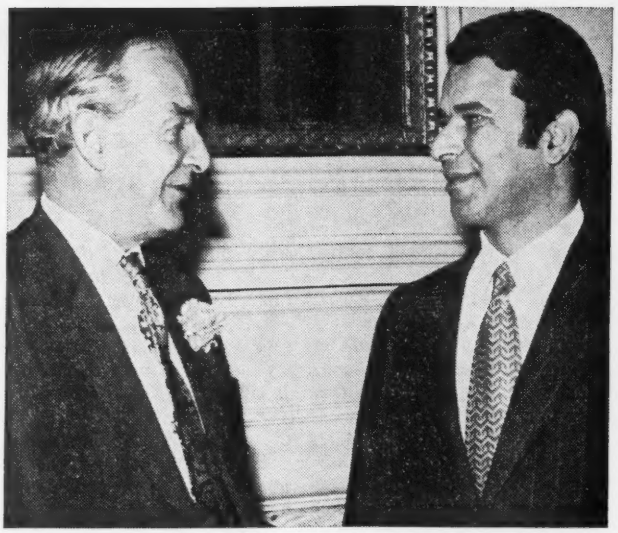
Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry Kingsgate House, 66-74 Victoria Street, London, SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 25.



During his recent visit to Britain as guest of the Government, Dr. Saeb Nadim Jaroudy (right), Lebanese Minister of National Economy and Tourism, met Mr. Michael Noble, Minister for Trade, to discuss trade and other matters.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	Sodium 4-hydroxybenzenesulphonate	Sodium-4-hydroxy benzene sulphonate	December 31 1972	13902
29.22	4-Nitroaniline of which not more than 10 per cent. by weight is retained by a sieve having a nominal width of aperture of 1.00 millimetre	p-Nitroaniline in powder form	December 31, 1972	11589
29.35	2-Aminomethyl-1-ethylpyrrolidine	1-Ethyl-2-aminomethylpyrrolidine	December 31, 1972	13897
	Isoquinoline	as in previous column	December 31 1972	12630
29.36	Ethyl 2-methoxy-5-sulphamoylbenzoate	as in previous column	December 31, 1972	13898
	N-(1-Ethylpyrrolidin-2-ylmethyl)-2-methoxy-5-sulphamoylbenzamide	N(1-Ethyl-2-pyrrolidinylmethyl)-2-methoxy-5-sulphamoyl benzamide	December 31, 1972	13896
	Sulfametopyrazine	as in previous column	December 31,	13146
29.39	Formocortal	as in previous column	December 31, 1972	13895

Note: revised definitions

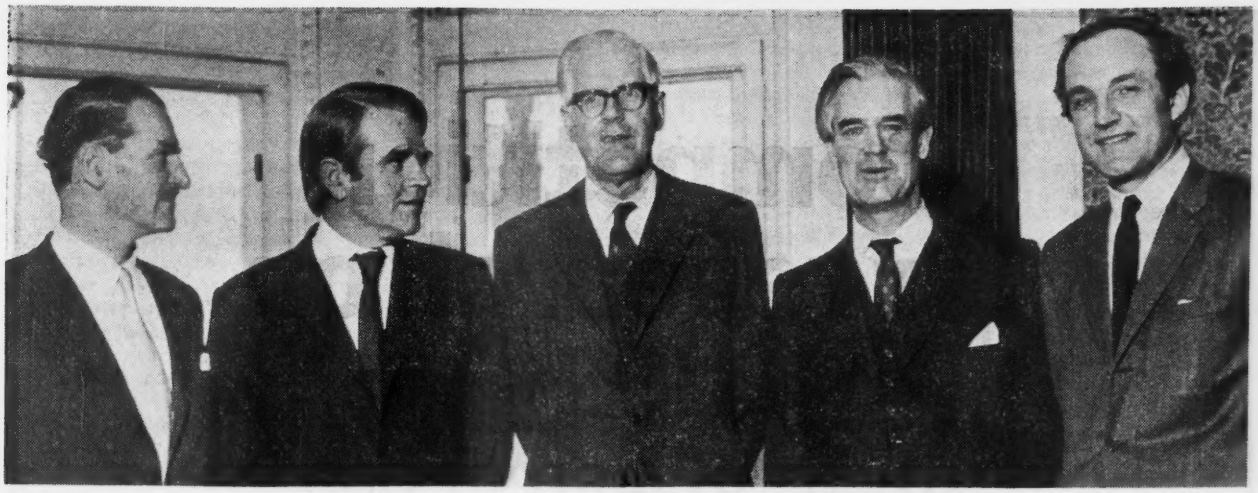
Interested parties will wish to know that the definition for hot rolled seamless circular steel tubes (73.19) has been revised as follows:

Hot rolled seamless circular steel tubes of an outside diameter of not less than 49.5 centimetres and not more than 62.25 centimetres, and of a wall thickness of not less than 9.5 millimetres and not more than 16 millimetres.

Interested parties will wish to know that the definition for nickel plated dumet wire (73.14) has been revised as follows: Iron-nickel alloy wire, copper clad and nickel plated having an overall diameter of not less than 200 micrometres and not more than 450 micrometres, the nickel plating being not less than 2 micrometres and not more than 15 micrometres in thickness; the whole containing not less than 18 per cent. by weight of copper, not less than 25 per cent. by weight of nickel and not less than 40 per cent. by weight of iron, and having, when measured on an 0.20 metre length, a percentage elongation not less than 16 and not more than 25, and a tensile strength not less than 430 newtons per square millimetre and not more than 590 per square millimetre, the rate of straining being 50 millimetres per minute.

'T & I' subscriptions and sales

Subscription and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses, 49 High Holborn, London, W.C.1; 13a Castle Street, Edinburgh 2; Brazennose Street, Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 7-11 Linenhall Street, Belfast 1; or through any bookseller.



During a two-day visit to Scotland last week, Mr. Christopher Chataway, Minister for Industrial Development, met members of the Scottish Council (Development and Industry). Left to right: Dr. W. S. Robertson, executive chairman of the council; Mr. Chataway; Mr. J. O. Blaire-Cunynghame; Lord Polwarth, Minister of State for Scotland; and Mr. George Younger, Joint Parliamentary Under-Secretary of State for Scotland.

The Import Duties (Temporary Exemptions) (No. 3) Order 1972

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 3) Order 1972.

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1973 or, in the case of certain items, until such earlier day as is specified.

The Order also provides for a reduction, until September 1, 1972, in the duty chargeable on certain monolithic integrated circuit linear amplifiers under heading 85.21: this temporary reduction is from 10 per cent to 3 per cent in the full rate of duty and from 7 per cent to nil in the Commonwealth rate.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of dealers in securities under sections 3 and 16 of the Act:

Licensed dealers

Additions

Marsh Guaranty Limited, 3 Hobart Place, London SW1W 0HW

United Dominions Trust Ltd., 51 Eastcheap, London EC3P 3BU

Changes of Name

Rew Knight & Company Ltd., has changed its name to Rew Securities Ltd.

Wintex Securities Ltd., has changed its name to Wintrust Securities Ltd.

Changes of Address

Duboff Brothers Ltd., 24 Bruton Street, London W1X 7DA.

Locana Corporation (London) Ltd., 72 London Wall, London EC2M 5UU.

E. H. Marley & Partners Ltd., 8 Fredericks Place, Old Jewry, London EC2

Exempted dealers

Addition

United International Bank Ltd., 30 Finsbury Square, London EC2A 1SN.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trusts schemes authorised under Section 17 of the Act and published in Part 5 of the 1971 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Ebor Securities Ltd. 31/32 King Street, London EC2.	Ebor Select Growth Fund	The Governor and Company of the Bank of Scotland, PO Box No. 5 Edinburgh 1
Ebor Securities Ltd. 31/32 King Street, London EC2.	Ebor Select Income Fund	The Governor and Company of the Bank of Scotland PO Box No. 5 Edinburgh 1
Jascot Securities Ltd. 21 Young Street, Edinburgh EH2 4HU	Jascot Finance and Property Share Fund	The Royal Bank of Scotland Ltd. PO Box No 51 St. Andrews Square, Edinburgh 2.
L S Fund Managers Ltd. Peninsular House, Monument Street, London EC3	Talisman International and Financial Unit Trust	Lloyds Bank Ltd. 71 Lombard Street, London EC3
Barclays Unicorn Ltd. Unicorn House, 252/6 Romford Road, London E7	Unicorn Extra Income Trust	Royal Exchange Assurance Royal Exchange London EC3

Changes

The Trustees of First Provincial High Distribution Unit Trust have changed from Midland Bank Executor and Trustee Company Limited to The Royal Bank of Scotland Limited.

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Competition for research on small firms

DTI TO AWARD £2,000

The Department of Trade and Industry announces an open competition for a research grant of £2,000 to be awarded to the best proposal for a six months research project. The research may examine any aspect of the operation, management or exporting activities of small firms in any sector(s) of trade or industry.

Applications are invited from suitably qualified individuals in any walk of life (except Civil Servants) who are currently resident in the United Kingdom.

The successful applicant will be responsible for carrying out the research and for submitting a report to the Department within six months of the commencement of the research, which must have been started by 30th November, 1972. Closing date for entries to the competition is 3rd July, 1972.

Full details and application forms can be obtained from the Department of Trade and Industry, Small Firms Division (2), Room 245, Abel House, John Islip Street, London, S.W.1, telephone 01-834 4422, Ext. 361 or 14.

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Mr. Heseltine on Concorde as 'a dramatic step forward'

In his first public speech since his appointment as Minister for Aerospace a month ago, Mr. Michael Heseltine, addressing the Rotary International Rally, Trent College, Derbyshire, on May 7, referred to Concorde as 'the largest technological project ever to be undertaken in Western Europe . . . a project dramatic, controversial, expensive and pioneered at the very frontier of human capability'.

Speaking of the controversial aspects of Concorde, Mr. Heseltine said, 'Every setback is news. Every advance is news, too, but for the inside pages and not the headlines. I make no complaint. For in our society it is crucial to carry the wide support of people behind our national endeavour. I would like to set out why, in my judgment, the achievements that in a word are Concorde, but in reality are grind and patience, genius and effort, in Bristol, Toulouse and in the British and French factories and laboratories and offices of hundreds of different companies, will be seen in the context of aviation history as a dramatic step forward.

'After 1,000 hours of flying by the two prototypes the manufacturers are now confident that Concorde will meet its performance targets. And it will do more. Its flying qualities and handling characteristics are excellent, and have been widely praised by airline pilots themselves. And it will also meet standards of safety in many respects more exacting than any that have gone before. The aircraft's systems and controls are duplicated and triplicated beyond any likelihood of failure. Two complete airframes have been set aside for the most exhaustive programme of static and fatigue tests ever known. The one at the Royal Aircraft Establishment, Farnborough, will be continuously subjected to all loads, stresses and temperature changes of supersonic operations, so that it will always have completed more than three times the flying hours of the first Concorde in service. Component testing has been more thorough than ever before, and Concorde will meet standards of structural integrity more exacting than any that have been required hitherto.'

The Minister went on to say that Concorde represented precisely the kind of project which this country ought to be able to undertake successfully if we were to retain our position as one of the world's leading industrial nations. Concorde depended, not on massive supplies of raw materials, or of labour, but on the applications of skill and brains. With no great resources of raw materials or manpower, Britain had to succeed in the fields of sophisticated technology.

'But Concorde is something more than a magnificent technological achievement. Two countries, speaking different languages, with different technical traditions and ways of working and with different administrative procedures, have come together to develop the most advanced and complex of technological projects. This is the great lesson of Concorde that we have learned already: that collaboration does work, that when you have two first-class teams brought together, ultimately what they have in common will far outweigh any differences in languages, outlook or practice, and that what you have at the end is a product not of compromise but of a meeting of minds. As we join the European Economic Community, Concorde flies in the name of two of the partners, a triumphant symbol of what European nations can achieve together.

'For our future lies in Europe. Our entry into the EEC will help to consolidate that and make possible what we must, in any event, try to achieve. Aerospace is one of several industries that have grown too large for national frontiers as we know them. No single European nation now develops major civil aircraft on its own. It is vital that these nations should come together in aerospace if we are to maintain our position in the face of competition that may come from America and Russia, and who would forecast where else in the future. If we in Europe do not maintain our own aerospace industry, then we shall be abandoning a major area of technological leadership.'

Concorde and the environment

Acknowledging that the security of the environment was perhaps the most important single issue of our time, Mr. Heseltine made a detailed study of some of the criticisms of Concorde with regard to environmental pollution.

'To start with, there are the obvious myths. There is the suggestion that Concorde's passengers would be exposed to hazardous levels of cosmic radiation. In fact, passengers are likely overall to receive little more, and in some cases less, radiation than passengers in subsonic jets; about whose exposure nothing is heard, for the excellent reason that the levels are too small to be worth considering. There is the suggestion that smoke from Concorde's engines will be a major source of additional pollution near airports, whereas in fact the engines on the production Concorde will be virtually smoke-free. I have read the suggestion that supersonic transports will require over 10 per cent of the world's oil supply in the 1980's, whereas the actual figure is likely to be less than half of 1 per cent. There are, I think, three areas which merit a closer look: engine noise, upper atmosphere pollution and the sonic boom.

'As regards engine noise, our aim is that Concorde should when it enters service be no noisier than subsonic jets of the Boeing 707/VC 10 generation, many of which will still be operating at the time. On this basis, there would be no question of Concorde leading to any worsening of the present situation, and bearing in mind that Concorde will even when it is in full airline service account for only a small fraction of total movements at international airports it seems difficult to argue that Concorde will not be acceptable. It is not quite as simple as that, of course. The new generation of subsonic jets will be quieter than Concorde, and there is a general and welcome trend towards quieter aircraft which I hope will continue. Against this background, I would repeat our assurance that all technically feasible and economically reasonable measures are being taken to ensure that Concorde's noise is reduced to a minimum by the time it comes into service. We intend to ensure that its entry into service does not represent a step back from the standards we have set ourselves.

'As regards Concorde's effect on the upper atmosphere, two main fears have been put forward. First, that the water vapour from Concorde's exhausts might so increase the water vapour content of the lower stratosphere as to lead to a kind of "greenhouse effect" which would bring about a rise in the temperature of the earth's surface. Second, that the nitrogen oxides from Concorde's exhausts might react with the ozone layer and by reducing its density increase the amount of harmful ultra-violet radiation reaching the earth. Both questions have been very carefully studied. All present evidence indicates that even very large numbers of Concordes would have only a very small effect on the composition of the upper atmosphere, and that any effect on global temperature or the density of the ozone layer would be well within the existing range of natural fluctuations and would probably be undetectable. This view has been endorsed recently by an independent study carried out by the Australian Academy of Science. But it is a serious question, and one on which we must be absolutely certain before Concorde enters service. We have for this reason asked the Meteorological Office to carry out a major programme of further research over the next three years to refine the studies that have been made so far.

'This brings me finally to the sonic boom, which is at once perhaps the easiest and the most difficult of the environmental issues. It is the easiest, because the obvious solution is simple: to ban commercial supersonic flying overland. Most of Concorde's potential routes lie over the sea, and a substantial market for the aircraft would remain even if all supersonic flying overland were prohibited. And it is the most difficult, because again things are not so simple. Concorde, and international air travel generally, would benefit a great deal if properly regulated supersonic flying over land were permitted. It is the balance of disturbance against the benefit of faster travel that countries will want to weigh. Supersonic flying for defence is no new phenomena and has produced little or no comment.

'The question we must ask is simply how much disturbance can be justified by any given advance. I do not wish in any way to minimise or dismiss the effects of the sonic boom.

'I do not propose to put forward a solution but I would offer the following thoughts. Quite clearly there can be no question of allowing regular sonic booms to take place over our cities or other densely populated areas. At the other end of the scale, there seems to me no justification for banning sonic booms over uninhabited or virtually uninhabited deserts and other wastelands. Where the balance lies is something which individual nations will need to decide for themselves in the light of the weight they think appropriate to attach to these factors in the light of their own particular circumstances. In the United Kingdom we must make up our own minds, and will be doing so before Concorde enters service.'

Dover Strait scheme enforcement

THE Government is shortly to introduce powers to deal with British ships which are caught travelling in the wrong lane through the Dover Strait.

This was stated by Captain Alan Manson, Chief Nautical Surveyor, Department of Trade and Industry, at the annual meeting of the Mercantile Marine Service Association in Liverpool on May 4.

Captain Manson said: 'In an effort to reduce the incidence of collisions, the Intergovernmental Maritime Consultative Organisation, some five years ago, very largely on a UK initiative, introduced the first of a number of traffic separation schemes throughout the world. This was the Dover Strait Scheme. At first this seemed to fulfil its purpose in that the number of collisions was reduced, but in the last two years the figure has regrettably risen to almost the same level as it was prior to the introduction of the scheme. From a study of collisions in the area between Dungeness and Dover, the startling fact emerged that in 70 per cent of the cases studied one of the vessels involved had been proceeding in a direction contrary to that recommended. The dreadful consqeuences of these events caused the Government to go to IMCO and ask for a provision to make it mandatory on ships using the Dover Strait Scheme to proceed in the recommended direction of the lane they were in. There was ready agreement and it was said that such a provision should apply across the board to all traffic separation schemes. IMCO has now recommended all its members to make this mandatory for their ships. We belong to a nation and a profession which for many decades has led the world in maritime matters. For this reason and for the safety of our own seamen and the protection of our environment we have again taken the lead by our intention to make this mandatory on British ships. The Order-in-Council, which we expect soon to be made will mean that a master will have committed an offence if his vessel travels the wrong way in a traffic lane of a separation scheme just as if he had contravened any of the Collision Regulations.

'Other maritime nations are likely to follow our example and if we identify a foreign ship going the wrong way in the Channel we will be reporting the circumstances to her flag state.

'I should say a word about enforcement. We are well aware of the difficulties of exact position fixing in bad conditions. We appreciate that there may be exceptional circumstances for instance where a vessel, in order to take correct evasive action, finds itself obliged to contravene a separation scheme. So let me stress that the powers we are taking are aimed at the flagrant and clear-cut offender.'

Government to meet cost of passenger screening at British airports

—Mr. Michael Heseltine

THE Government has decided to bear in future the reasonable costs to British and overseas airlines of screening passengers and their baggage at United Kingdom airports which is estimated to cost £1 million a year.

This was announced by Mr. Michael Heseltine, Minister for Aerospace, in a written answer in the House of Commons on May 3 to a question by Mr. James Hill (Southampton Test) who asked what consideration was being given to the arrangements for civil aviation security, particularly the searching of passengers, and if the Minister would make a statement.

Mr. Heseltine's reply was: 'I have today visited Heathrow Airport to inspect the implementation of security measures operating there.

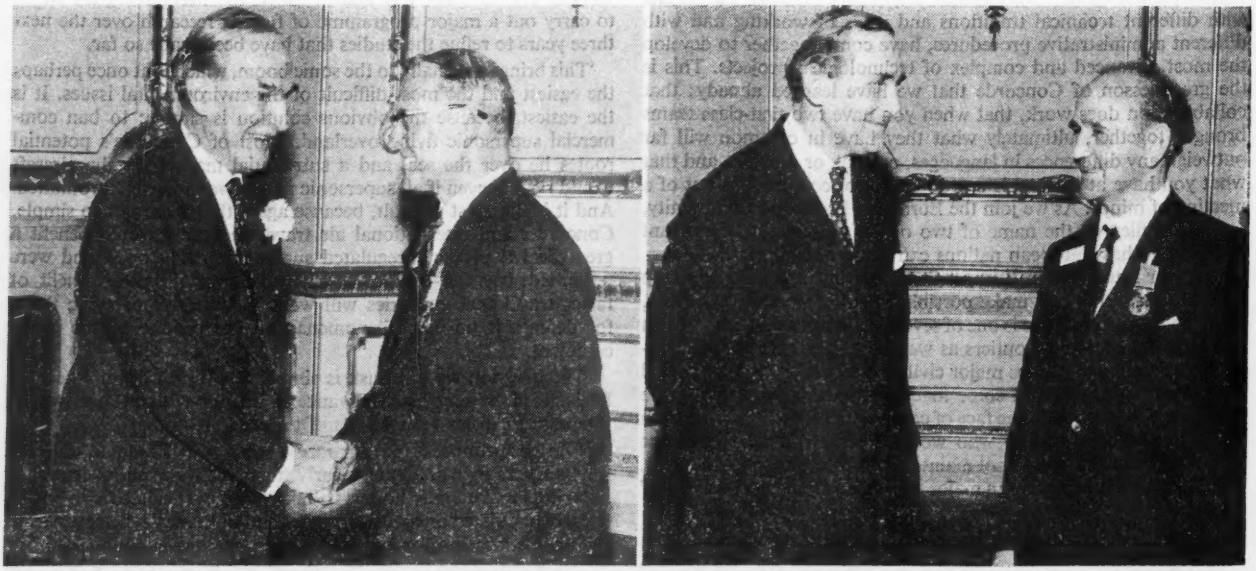
'It remains the view of the Government that airline and airport authorities must continue to bear responsibility for the security of the operation of their aircraft and their airports respectively. But the Government has decided that it will in future bear the reasonable costs to British and overseas airlines of screening passengers and their baggage which is estimated to cost £1 million per annum. The arrangements for ensuring a proper level of security are kept under continuing review through the National Aviation Security Committee and by the airport security committees which have been set up at all principal civil airports.'

Oil dumping prohibited in Saudi Arabian waters

FOLLOWING the acceptance by Saudi Arabia of the International Convention for the Prevention of Pollution of the Sea by Oil 1954, the areas of the Red Sea and Persian Gulf lying within 100 miles from the nearest land along the coast of Saudi Arabia have been declared prohibited areas for the deliberate discharging of oil.

The Department of Trade and Industry has made an Order to this effect which comes into operation on May 31, 1972.

Copies of the Statutory Instrument (The Oil on Navigable Waters (Prohibited Sea Areas) (Amendment) Order 1972) (SI 1972/676) may be obtained from HM Stationery Office, price 3p (by post 5½p).



Two Ministers of the Department of Trade and Industry presented a number of British Empire Medals for meritorious service to trade and industry at ceremonies at Lancaster House, London, last week. Left: Mr. Michael Noble, Minister for Trade, with Mr. Gwilym Lloyd, assistant estate engineer of the Welsh Industrial Estates Corporation's estate at Bridgend. Right, Mr. Tom Boardman, Minister for Industry, with Mr. Edward Bowden, senior scientific assistant at the Laboratory of the Government Chemist. Six of the Queen's Commendation for Valuable Service in the Air were also presented, together with the Royal Humane Society's Testimonial on Parchment to Mr. Joseph Gelsthorpe, Coastguardman-in-Charge at Hornsea, Yorkshire.

POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, MAY 1

Footwear sales

Asked the total value of sales of footwear in each of the five years to December 31, 1971, and the percentage of the market enjoyed by British manufacturers, Mr. Anthony Grant, Under-Secretary of State for Industrial Development, said estimates for the United Kingdom (ie production plus imports less exports) were available only for 1968 and 1971. In these years total sales were £232 and £312 million, of which retained home production accounted for 86 per cent and 83 per cent respectively.

Upper Clyde

Making a statement on the progress of negotiations on the future of the Clydebank Division of Upper Clyde Shipbuilders, and on the outcome of his discussions with Mr. Harbin of Marathan Manufacturing, Mr. Christopher Chataway, Minister of Industrial Development, said: 'We have reached agreement with Marathon Manufacturing Co. about the basis on which assistance would be available to the company for their Clydebank project. This will include assistance recommended by the Local Employment Act Financial Advisory Committee. The extent and terms of this assistance has been determined in accordance with the Committee's established criteria, and are, as in all such cases a matter of Commercial confidence. The company will also qualify for the grants described in the White Paper on *Industrial and Regional Development* (Cmnd 4942). Marathon Manufacturing Co. final decision to proceed will depend upon reaching satisfactory arrangements with the trade unions and shop stewards concerned.

Unsolicited goods

A Member asked whether action would be taken in respect of the case concerning a firm of booksellers purporting to have received a remittance which was not sent and claiming payment for goods not ordered. Mr. Michael Noble, Minister for Trade, said not. 'A demand for payment for unsolicited goods may be an offence under the Unsolicited Goods and Services Act, which is enforced by the police. If the hon. Member thinks he has evidence of a possible offence, I suggest that he should pass this on to the Police,' he said.

Trade descriptions

Mr. Noble gave a Member information on what applications had been made to him for a definition order under the 1968 Trade Descriptions Act since March 1, 1972, by whom were the applications made, in relation to which products, and the full terms of the applications and the full terms of the replies. Three applications for definition orders have been received.

Expression to be defined	Applicant	Reply
Central heating Central heating system	Consumer's Union	Rejected
Registration date of Cars	London Borough of Croydon	Under consideration
Mill shop	Retail Trading Standards Association Inc	Rejected

'I should have no objection if the applicants wished to publish the correspondence in these cases, but I do not myself intend to do so,' he said.

Power production

Asked to estimate the number of miners needed to provide coal for the equivalent of electricity generated at Fawley, Pembroke and Kingnorth oil-fired generating stations, and the estimated amount of social security benefits required on average for a similar number of unemployed males, Mr. Tom Boardman, Minister for Industry, said the wide variations in productivity of coalfields and the uncertainty of how the generating system's costs would be affected made a meaningful estimate impossible.

Marine-engine production

What action was proposed to ensure that marine-engine production would receive adequate financial treatment to maintain employment as had been given to shipbuilding? asked a Member. Mr. Chataway said the Government had no plans at present to give special assistance to the marine-engine building industry. However, the industry would benefit from the measures described in the White Paper on Industrial and Regional Development.

Small firms

Making a statement on progress with regard to the Bolton Committee's recommendations on small firms in Scotland, Mr. Grant said the Bolton Committee's recommendations were intended to benefit small firms throughout the United Kingdom. 'We are making good progress with her consideration and implementation, he said.

Welsh assistance grants

Mr. Grant gave information on the total amount of assistance granted in loans and grants under section 4 of the Local Employment Act in Welsh development areas in 1969-70, 1970-1 and 1971-2.

	1969-70	1970-1	1971-2*
Applications received	118	81	74
Applications rejected	25	15	17
Applications withdrawn	28	33	25
Offers	54	27	34

* Provisional figures

Payments of grants and loans under section 4 of the Local Employment Act in Wales had been as follows:

	1969-70 £	1970-1 £	1971-2* £
Loans	4,337,000	3,414,000	1,494,000
Grants	264,593	95,558	1,010,144

* Provisional figures

International trade

Mr. Noble was asked if he would support a further liberalisation of international trade as part of a long-term solution to international monetary problems. 'As I have already said in the House,' he said, 'Her Majesty's Government support the proposal to initiate GATT negotiations for the further liberalisation of world trade. Her Majesty's Government's view on the importance of international monetary reform are well known, and my right hon. Friend the Chancellor of the Exchequer has indicated the direction we hope reform will take. Her Majesty's Government recognises the important relationships in this field.'

EEC investment

How much capital was invested by United Kingdom firms in the European Community, in the form of direct investment, in 1971 and in the five previous years, and how much direct investment took place, by Common Market firms, in the United Kingdom in 1971 and in the preceding five years? asked a questioner. Mr. Noble provided the following information:

	1966	1967	1968	1969	1970	1971 (a)
	(£ million)					
Direct investment by UK in EEC countries (b)	51	30	73	105	71	100
by EEC countries in UK (c)	9	47	25	35	47	50

(a) Provisional
(b) Excluding oil companies
(c) Excluding oil and insurance companies

Container harmonisation

Mr. Noble was asked whether he was aware that the Commission of the European Economic Community had submitted to the Council of the Commission two directives harmonising containers used to package liquids and bottles used for beverages, mineral waters, cooking oil, beer, wine and vinegar, to what extent on entry Great Britain would have to adopt these provisions, and whether he will make full details available to the House. He said, Yes. 'I am well aware of these proposed directives, which are designed to facilitate the trade in these commodities between member states, and have discussed the current drafts both with the industry and the Commission. I would point out that as drafted they do not apply to goods traded within national boundaries. In the event that these drafts were adopted member states would in accordance with Article 189 of the EEC Treaty be obliged to modify their practices accordingly'.

Lancashire textiles

Asked if he was aware of the concern in the Lancashire textile industry regarding the outcome of the negotiations with the European Economic Community on the question of cotton yarn, and whether yarn would be able to be imported free from duty or quantitative restrictions from amywhere in the world, as it was being regarded as a raw material, Mr. Michael Noble said that industry had told his Department of its views on this subject, and that, since cotton yarn was on the EEC's common liberalisation list, we would on our accession to the Community have an obligation not to restrict imports from any source. After the transitional period imports would become subject to the common external tariff except where preferential arrangement (information on which he gave in an answer to the Member for Oldham East on April 21) applied.

Slingsby Aircraft

Mr. Noble was asked whether he had received his inspector's report on Slingsby Aircraft Holdings Ltd, whether he would undertake to provide the company liquidator with a copy of that report, and what further action he intended to take. He said the Department received an interim report from the Inspectors on March 17, 1972, and a copy was sent to the company on March 20, 1972. The report was being considered.

POINTS FROM PARLIAMENT
continued

Bankrupt companies

A Member wondered if Mr. Noble would make arrangements to ensure the supply, to shareholders of the companies concerned, of copies of reports by his department into bankrupt companies. said Mr. Noble: 'I think the hon Member is under a misapprehension: the Department does not make such reports; but in a compulsory winding-up the Official Receiver issues summaries of the statement of affairs submitted together with his observations to all creditors and shareholders. In a voluntary winding up, there is provision for annual meetings and final meetings, at which the liquidator accounts for his dealings with the company's assets'.

In answer to a query on the number of bankruptcies recorded in the financial year ended April 5, 1972, Mr. Noble announced the following information:

	Unincorporated businesses		Companies
	Receiving orders and administration orders made under Section 130 of the Bankruptcy Act, 1914	Deeds of arrangement	Liquidations(a)
12 months ending March 31, 1972	4,692	149	3,623

(a) Compulsory and creditors' voluntary liquidations, omitting members' voluntary liquidations of companies believed to be solvent.

OECD deliberations

Mr. Noble, asked when he would be reporting to the House on the deliberations of the Organisation for Economic Co-operation and Development Group studying international trade and related problems, and if he would make a statement, said the report of this group had first to be submitted to the OECD Ministers who established the Group in June last year.

The same Member asked if the Government would support a change in the terms of reference of the Organisation for Economic Co-operation and Development Group on trade and related matters to enable that group to make recommendations as to the form that any multilateral trade negotiations should take. Mr. Noble replied: 'The terms of reference agreed by the Ministerial Meeting of the Council of OECD on June 8 last year were that this group should "analyse the trade and related problems which arise in a longer-term perspective, ie it will define the problems and assess their relative urgency, consider how these problems might be dealt with, and set out options for their solution. Ministers stressed that this study should take account of the work being undertaken in the GATT by virtue of its responsibilities and prerogatives under the General Agreement." I see no reason to suggest any change in these terms of reference. The main industrial countries, including the UK, have agreed to initiate multilateral negotiations in GATT.'

Industrial-product tariffs

Mr. Noble provided information on the policy of Her Majesty's Government towards the elimination of all tariffs on industrial products traded between developed countries. 'As we have made known on many occasions', he said, 'Her Majesty's Government's policy is to continue to work for the progressive removal as far as possible of tariffs and non-tariff barriers to trade in industrial products, on a reciprocal basis. As I said in the House on February 28 we welcome, and associate ourselves with, the initiative of the USA and the EEC for multilateral negotiations in GATT beginning in 1973 for the further liberalisation of world trade.'

Industrial development

A question asked how many Industrial Development Certificates had been issued to industrialists coming to the burgh of Buckhaven and Methil since it became part of a special development district, how many such firms received the special financial inducements in such an area, and what was the number of industrial development certificates issued for the same burgh in the three years prior to special development area status. Mr. Grant replied that seven IDCs had been issued in the Leven employment exchange area since it became a Special Development Area and four in the three years before designation. The other information was not readily available.

Concorde flying rights

A Member asked about discussions with the United States Government regarding supersonic flying rights for Concorde over United States territory and landing rights at United States airports. Mr. Michael Heseltine, Minister for Aerospace, said no special discussions were in hand, since the London to New York route would not involve supersonic flight by Concorde over the United States, and traffic rights were available to our airlines at the relevant United States airports.

Post-Apollo programme

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, was asked what discussions he had had with the United States of America and the countries of the EEC on British participation in the post-Apollo programme. He said: 'Her Majesty's Government has taken part in the discussions on technical, financial and economic aspects of possible European participation which have been held in the form of the European Space Conference: this includes all the EEC countries except Luxembourg. Discussions with the US authorities have been held jointly with our European partners.'

TUESDAY, MAY 2

Industrial development in Wales

Mr. Grant was asked how many square feet of industrial building were approved for each of the economic planning regions of the United Kingdom in the first quarter of 1972, and how this compared with the figures for 1968, 1969, 1970 and 1971, and also how many industrial development certificates were granted in each of the economic planning regions of the United Kingdom for the first quarter of 1972, and how this compared with the figures for 1968, 1969, 1970 and 1971. He gave the following figures:

Industrial Development Certificates approved for schemes of 10,000 sq. ft. and over

	1st quarter 1968		1st quarter 1969		1st quarter 1970		1st quarter 1971		1st quarter 1972	
Region*	No.	Area '000 sq. ft.	No.	Area '000 sq. ft.	No.	Area '000 sq. ft.	No.	Area '000 sq. ft.	No.	Area '000 sq. ft.
North	48	2,456	46	2,446	37	1,707	33	1,712	32	1,095
Yorks and Humberside	59	1,607	99	3,073	52	1,681	61	1,866	65	2,977
East Midlands	58	1,481	73	1,894	55	1,398	43	1,015	61	1,743
East Anglia	32	1,448	57	1,840	27	645	27	670	42	984
South East	128	3,334	230	7,354	199	5,106	163	4,700	139	3,911
South West	39	1,264	53	1,985	36	1,115	22	907	32	1,128
Wales	40	1,576	48	2,214	42	1,853	25	672	24	1,501
West Midlands	63	1,423	84	2,200	93	2,466	67	2,202	70	1,769
North West	89	3,395	116	4,188	89	5,116	56	2,105	69	1,825
Scotland	51	3,683	59	2,385	37	1,644	38	2,345	42	3,110
Total GB	607	21,667	865	29,579	667	22,731	535	18,194	576	20,043

* Idcs are not required for Northern Ireland.

Export of computers

The following information was given by Mr. Noble, in answer to a question on the value of computers exported to West Europe, Eastern Europe, the Commonwealth and the United States of America, respectively, for each of the last five years:

Electronic computers, components and parts

£ million (fob)

	1967	1968	1969	1970	1971
Western Europe	23.4	27.7	33.6	41.6	49.9
Eastern Europe (including USSR)	3.7	6.3	6.1	8.5	8.2
Commonwealth	3.9	5.7	6.9	9.9	11.6
United States	1.6	2.5	3.6	7.0	9.1

Tourism

Mr. Grant was asked what additional financial help was available to hotels, boarding house keepers and owners of guest houses in Southport, now that it had become an intermediate area. He said: 'Southport in common with assisted areas in the rest of the country continues to benefit from the Government assistance to tourism under the provisions of the Development of Tourism Act.'

Ship training simulator

A Member asked whether facilities would be provided at the National Physical Laboratory or some other suitable research establishment for a ship manoeuvring simulator to provide training for the merchant marine in the handling of specialised vessels such as very large container ships and bulk carriers. Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, replied that the Department was discussing with industry and others concerned the need for a ship training simulator. If it became clear that such a facility was needed, its site was one of the questions to be considered.

Machine tool industry

Referring to 'the continuing needs' of the machine tool industry, evidenced by the proposed closure of Churchill-Redmans Limited, Halifax, and the consequent redundancy of 350 people, a Member asked if additional help would be given to the industry. Mr. Grant answered: 'As my right hon. Friend announced on March 22 the Government is to assist firms in the industry by seeking to place orders through the public sector to a value of £9-10 million during the next six months or so. This should provide some early relief while the general measures announced in the Budget are working through to the capital goods sector. The problems of the machine tool industry feature in the work of the newly formed Industrial Development Executive.'

Industrial development

A question was asked on the total value of assistance approved in the Welsh development and intermediate areas in 1969-70, 1970-71 and 1971-72. Mr. Grant said: 'The following table gives the value of offers under the Local Employment Act. Other forms of preferential assistance available in Wales during the period included taxation allowances towards capital expenditure on new industrial buildings and new plant and machinery, and assistance towards training costs.'

1969-70		1970-71		1971-72	
DA	IA	DA	IA	DA	IA
(£'000)	(£'000)	(£'000)	(£'000)	(£'000)	(£'000)
15,613	nil	11,717	527	12,564*	288*
15,613		12,244		12,852*	

* Provisional figures.

Footwear manufacturers

Mr. Grant told a Member who asked what were the numbers of firms in the United Kingdom engaged in footwear manufacture in each of the five years to December 31, 1971, that information was available only in terms of the number of statistical reporting units classified to the footwear industry. Manufacturing establishments so classified, and employing 25 or more persons, totalled 559 in 1968. There had been a change in the basis of reporting since then but it was estimated that the comparable figure for 1971 was 541.

Rescue helicopters

Mr. Noble was asked what estimate the DTI had made of the cost of keeping a rescue helicopter permanently in readiness at Dyce Airport. He answered: 'No such estimate has been made. Under the Supply Estimates HC 159-4 Vote 2 for 1972/73 £60,000 is provided for the arrangements under which the helicopters which service drilling rigs from Dyce Airport are made available for long-range air/sea rescue in the North Sea.'

WEDNESDAY, MAY 3

British Steel Corporation

Mr. Tom Boardman, Minister for Industry, was asked what progress had been made in remedying the difficulties in Sheffield on the boundary between the private steel sector and the British Steel Corporation, resulting from nationalisation, to which he referred in his statement on April 27, 1971. Mr. Boardman said: 'I understand that the British Steel Corporation and Thos Firth & John Brown Ltd. have now signed a final agreement, the terms of which are being announced today. This completes the transaction referred to by my right hon. Friend, the Secretary of State in his statement of June 28 last and represents a welcome step in removing some of the anomalies in the boundary between the public and private sectors of the industry created by steel nationalisation. The proposals were examined in the usual way in the context of the Monopolies and Mergers Act 1965, but reference to the Monopolies Commission was not considered to be necessary.'

Scottish steel industry

Mr. John Davies, Secretary of State for Trade and Industry, was asked to make a statement on the future investment programme of the steel industry in Scotland; and to what extent Great Britain's entry into the European Economic Community would assist or hamper such investment. 'As I said on January 17 to my hon. Friend, the Member for Glasgow, Cathcart, about an eighth of BSC's approved expenditure for 1972-3 is in Scotland; there is no reason why future investment plans for Scotland should suffer from entry to the ECSC,' Mr. Davies replied.

Integrated rescue service

A Member asked if a conference would be called of interested parties, to include British European Airways Helicopter Ltd., Her Majesty's Coastguard, the Royal National Lifeboat Institution, mountain rescue teams, and representatives of the Royal Air Force, Royal Navy, fire brigades, ambulance services and police, under the chairmanship of the DTI, with a view to setting up an integrated emergency service. Mr. Noble answered: 'The Department's responsibility for search and rescue is limited to civil marine and aviation incidents and I consider that the arrangements for these incidents are adequate.

'However, the Government recently considered whether or not to set up a civilian air search and rescue organisation and reached the conclusion that the present system under which military aircraft give assistance to civilians in trouble works satisfactorily and that to superimpose a civilian helicopter organisation upon that of the services would be a wasteful duplication of effort.'

Small business enterprise in the regions

A Member spoke of the fact that clearance of derelict areas had disposed of many backstreet workshops, and asked if the Secretary of State would consider the provision of venture capital to encourage small business enterprise in the regions. Mr. Anthony Grant replied: 'The new industrial incentives, both national and in the Assisted Areas, will be available to large and small firms alike. But so far as capital is concerned, the Bolton Committee took the view that existing financial institutions were adequate for the needs of small firms and I have received no evidence to the contrary.'

New industry in Halifax

Asked about measures to encourage the development of new industry in Halifax in view of closures in the machine tool and textile industries, Mr. Grant said that the proposals set out in the White Paper 'Industrial and Regional Development' and the extension of intermediate area status were designed to encourage consideration of Halifax, amongst other places, as an attractive centre for investment in new industries as well as for the modernisation and development of existing industry.

THURSDAY, MAY 4

Concorde: total cost of project

Several questions were asked on Concorde. Mr. Michael Heseltine, Minister for Aerospace, when asked for the most recent estimated total cost of the Concorde project; and to specify the French and British research, development and production costs, said: 'The latest estimate of total development costs in the two countries is £970 million at January 1972 prices. This is an increase over the previous estimate of £85 million of which £45 million is due to pay and price increases in Britain and France. Studies are, however, being made of improvements which may well lead to further development work, the cost of which would be additional to this estimate of £970 million. Expenditure in Britain and France up to March 31, 1972, was £630 million. Expenditure on production in the UK to date is £26 million and a similar sum has been incurred in France.' Details of the current development estimates are:

The estimate of £970 million is divided as follows as between actual past and forecast future expenditure:

£ million

	British Government	French Government	Both Governments
Actual costs from November 29, 1962 to March 31, 1972 at the rates prevailing when the costs were incurred	330	300	630
Estimated costs from March 31, 1972 to completion of the programme at January 1972 prices	150	190	340
Totals	480	490	970

The difference between the latest estimate of £970 million at January 1972 prices and the former estimate of £885 million at December 1970 prices is as follows:

£ million

Former estimate at December 1970 prices	885
Pay and price increases	45
Additional development tasks	25
Revision of estimates	15
Revised estimate at January 1972 prices	970

A further question concerned the most recent estimated cost of one Concorde and spares to option holders of the Concorde Aircraft. Mr. Heseltine said that the basis of a pricing formula for the first three option holding airlines was announced in the House on December 22, 1971. The price for later option holders was now being considered. The actual price for individual airlines would depend upon a number of factors such as their requirements for optional equipment, payment terms, and their policy in acquiring stocks of spares.

Of the £480 million which was the UK share of the latest development cost, approximately £180 million was due to inflation, Mr. Heseltine said in answer to another question. He gave the following annual percentage increases due to inflation:

1963 = 6.5 per cent
1964 = 6.5 per cent
1965 = 7.3 per cent
1966 = 3.5 per cent
1967 = 6.8 per cent
1968 = 8.1 per cent
1969 = 8.7 per cent
1970 = 14.7 per cent
1971 = 9.1 per cent

Questioned about the financial controls exercised over the British Aircraft Corporation regarding the increased costs of the Concorde Aircraft, Mr. Heseltine said: 'A full explanation of the system of financial control on the Concorde project has been given to the Committee of Public Accounts. I am satisfied that effective arrangements exist for ensuring proper accountability for Concorde expenditure. Our priority is to make a success of the existing aircraft' Mr. Heseltine said, when asked about a second generation Concorde: 'No work is proceeding on the development of a Concorde successor.' In answer to another question, he said 'I have no thought of cancelling the Concorde.'

Concorde: operating costs

Mr. Heseltine was asked the estimated overall operating costs in seat miles on the North Atlantic service of Concorde to be compared with the Boeing 747. Mr. Heseltine said: 'It can be misleading to compare the seat mile cost of Concorde, aimed principally at a market where time is important, with a Boeing 747 catering principally for mass transportation. The ratio between the seat mile operating costs of Concorde and of the Boeing 747 will vary according to

POINTS FROM PARLIAMENT
continued

aircraft price, passenger layout, utilisation, service life and other variables. The manufacturers estimate that the seat mile cost of Concorde will be about 70-75 per cent higher than that of the Boeing 747. Much the most important comparison is in the level of fares necessary to operate Concorde successfully and the manufacturers are confident that Concorde can be profitably operated at fares about the same as the first class Boeing 747 fare.'

Concorde: landing and flying rights

Mr. Heseltine was asked whether consultations had taken place with the Union of Soviet Socialist Republics regarding landing rights in the United Kingdom for Russian supersonic commercial aircraft; and whether agreement for the United Kingdom Concorde to use a supersonic corridor over Northern Russia and have landing rights in Soviet territory hinged on this type of agreement. He replied: 'Rights for Soviet civil air services in the United Kingdom and for British civil air services in the USSR are contained in the bilateral Air Services Agreement (Cmnd 798), the amending Exchanges of Notes (Cmnd 1077, Cmnd 1262 and Cmnd 4354) and the Supplementary Protocol (Cmnd 4388), all of which are published documents. The Agreement provides for several features of the services, including types of aircraft used, to be agreed between the airlines subject to reference to the aeronautical authorities of the two Governments. Use of the Soviet supersonic aircraft or Concorde on these services or on new routes has not so far been raised by either Party or its airlines.'

In answer to a question on Section 515 of the Canadian Air Regulations with regard to supersonic flight by the Concorde over Canadian territory Mr. Heseltine said that the application of this Regulation to any supersonic route over Canada which might be proposed would be a matter for the Canadian authorities. Mr. Heseltine was also asked what discussions he had had with the British Overseas Airways Corporation and the relevant authorities in the United States of America concerning landing rights of Concorde in North America; and what financial guarantees had been given to BOAC in the event of Concorde not being allowed to operate from airports on the eastern coast of the United States. 'Air traffic rights available to BOAC in the United States under the US/UK Air Services Agreement do not specify types of aircraft,' Mr. Heseltine replied. 'No financial guarantees have been given nor are any contemplated.'

Concorde: sales

Mr. Heseltine was asked what determined his decision to place an order for six more Concordes and replied: 'Our decision was taken in order to ensure that sufficient aircraft are available to meet the initial demands of airlines when Concorde enters service and to maintain an efficient flow of manufacturing work.'

On joint agreement with the French Government and the joint producers of the Concorde aircraft to have an international sales drive for Concorde, he said both the British and French Governments were giving the manufacturers every support in their sales efforts. For example, overseas sales flights by both prototype aircraft had been and were being made with the full support of both.

On another question concerning payload, noise and pollution problems, Mr. Heseltine said the manufacturers were confident that they could offer a payload which would be acceptable to the airlines, and that noise on entry into service would be comparable with that of subsonic jets such as the Boeing 707 and DC8. 'The engines of the production Concorde will be virtually smokeless,' he said. 'All our evidence indicates that Concorde's operations will not have any significant effect on the upper atmosphere.'

Mr. Heseltine told the same Member that the British Airways Board had kept him in touch with their thinking about the equipment requirements of the Board's airlines. 'I will consider all representations they have made to me. The price is a matter between BOAC and BAC. No agreement has yet been concluded,' he said.

Asked what steps his department was taking to ensure that Concorde was successfully sold to BOAC, Air France and other option holders of the Concorde aircraft, he stated that detailed discussions were taking place with the two national airlines about orders for the aircraft. 'I confidently expect other option holders to follow this initiative,' he went on.

Concorde: noise

Asked about perceived noise decibel levels at landing and take-off of the Concorde compared with the Boeing 747, the Lockheed 1011 and the Douglas DC10, Mr. Heseltine set out the manufacturers' estimates of Concorde's noise, measured in EPNDb according to the criteria laid down in the ICAO and FAA noise certification standards, in relation to those of a range of other aircraft which would be flying at the time:

	Take-off (flyover)	Approach
Concorde	114	115
Boeing 707-320C	114	120
Boeing 747-100	111	114
Boeing 747-200	108	109
VC10	110	115
Lockheed 1011	98	103
DC10	99	106
Trident III	104	110

The same Member queried what recent consultations had taken place with overseas governments regarding supersonic flying over their countries, with what results; and which countries had so far declared it permissible and which not. What supersonic corridors had been agreed between Great Britain and other nations in readiness for Concorde aircraft, which had so far been agreed, and which were still subject to negotiations? Mr. Heseltine replied: 'The vast proportion of Concorde's route mileage on entry into service will be over the sea which is international air space. Control of movements in national airspace is a matter, in the first instance, for the Government of the country concerned. There is therefore no need for Her Majesty's Government to initiate any official bilateral consultations on supersonic flying until a specific proposal originates from an airline intending to operate Concorde. We have, of course, kept ourselves continually informed of current international thinking on this matter.' In respect of specific positions adopted by other countries he had nothing to add to the reply given on April 17.

Steel prices

Answering a question on the British Steel Corporation's proposals for adopting the basing point system of pricing on accession to the European Communities; and whether such proposals would take into account the regional implications, Mr. Tom Boardman said: 'The BSC is today publishing its proposals for implementing the basing point system in the United Kingdom. The Corporation, in formulating these proposals (which are not yet final) has taken full account of the effects of the adoption of the new system on their customers with particular regard to the situation of those remote from production units.

'With the general objectives of their regional policies in mind, HMG will keep under review the implications of adopting the new system for less favourably located areas. In this context arrangements will be made from the outset to safeguard the special position of consumers in Northern Ireland.'

Employment in Wales

Mr. Grant told a Member that he estimated 1,580 extra jobs would accrue in Wales from industrial building schemes of 10,000 sq. ft. and over for the first quarter of 1972.

Harland and Wolff shipyard

The Secretary of State for Northern Ireland was asked if he was in a position to make a statement on further Government support for Harland and Wolff's shipyard in Belfast. Mr. Whitelaw made the following reply: 'The Northern Ireland Government undertook in July 1971 to assist Harland and Wolff Ltd. by providing a grant to clear losses on existing fixed price contracts. The assessor appointed for this purpose has calculated the amount required as just over £14 million. This figure is accepted by the Government, and the Company and will be paid this year. The new management of the Company have put forward a plan for reorganisation and expansion aimed at increasing the present steel throughout from 120,000 tons to 200,000 tons a year. This is a major project. It will place the yard on a par with other major world shipyards for the construction of very large tankers and enable its potential profitability to be improved. It will also provide a further 4,000 jobs.

The estimated total capital cost is nearly £35 million, including a margin for contingencies. The company will provide a substantial proportion of this from its own resources. The Government agrees that this scheme should go ahead and will be discussing with the company the terms and conditions on which assistance to enable it to do so will be given. I see this project as providing a major economic boost to Northern Ireland, and I am confident that it will assist in the general revival of the whole economy,' he said.

FRIDAY, MAY 5

Footwear industry

Asked for the number of industrial development certificates granted to British footwear manufacturers in each of the last five years to December 1971, Mr. Grant gave the following figures for schemes of 10,000 sq. ft. and over:

1967	—	7
1968	—	13
1969	—	6
1970	—	10
1971	—	6

Westfield coal-gas plant

What capital approval had been sought by the Gas Council for investment in Conoco Methanation in the redesigning of the coal gas plant at Westfield, Fife, asked a Member. Mr. Boardman said he understood that this scheme involved no capital expenditure by the Gas Council or the Scottish Gas Board.

Electricity demand

Asked what growth in electricity demand was envisaged in the next three years, and what measures were being taken to meet this demand, Mr. Boardman replied: 'The Electricity Council forecast of the growth of maximum demand envisages that the peak demand in the winter of 1974/5, in average weather conditions, will be 47,700 MW or about 16 per cent above the

comparable figure for 1971/2. By the end of 1975, the CEGB expect to have about 60,000 MW of generating capacity to meet this demand, taking into account stations now being built. This should provide an ample margin for any contingencies.'

Coal-price increases

Mr. Boardman, asked what increase he estimated would occur in coal prices as a result of Great Britain's entry into the Common Market as fuel taxes were harmonised, said consideration by the Community of proposals to harmonise taxes on fuels was at an early stage. As a member of the Community, the UK would play a full part in determining any future Community policies that might affect coal prices.

Dangers of rabies

Mr. Grant replied to a question asking whether he would take steps to warn all tourists against the danger of rabies caused to children by attacks by dogs. He said that information about the danger of rabies was included in the pamphlet *Notice to Travellers: Health Protection* issued by the Department of Health and Social Security, and copies were made available to tour operators for distribution to tourists.

Film finance

Was the Secretary of State aware that under the Films Act 1970 the National Film Finance Corporation was entitled to a grant of £5 million, and was it his intention to make this money available as soon as possible? queried a Member. Mr. Grant, replying, said no grants were made to the National Film Finance Corporation. The Cinematograph Films Production (Special Loans) Acts 1949 to 1970 authorised the Department to make repayable advances not exceeding £11 million to the Corporation. £7½ million had already been advanced. 'The question of a further advance is under consideration, and it is hoped to announce a decision shortly,' he said.

Government surplus sales

MINISTRY OF DEFENCE

May 17, 1972 Miscellaneous Stores

Location: The Leeds Playhouse, Calverley Street, Leeds

Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH (Tel. 053-2 20898)

Machine tools including, lathes; boring, milling and drilling machines, etc.; crack detector; air compressors; transformers; circular saws; steam cleaning machines; spraying outfits; lubricating equipment; pallet transporter; power hammer; portable crane; fire fighting equipment; cable; tyres; electrical, signal and wireless equipment; MT spares; lead acid batteries; trolley jacks; tool kits and hand tools; household and kitchen equipment; ironmongery; electric fires; watches, compasses; plastic sheets 160 ft. × 90 ft.; tape recorders; film projectors; suction hose; jerricans; TEXTILES; canvas; carpets; kit bags; camp equipment; blankets; sheets; bivouac tents, etc.; CLOTHING: greatcoats; battledress; denims; raincoats; boots and shoes, etc.; HOUSEHOLD AND OFFICE FURNITURE; chairs; tables; wardrobes; chests of drawers; desks; beds, etc.; and large quantities of miscellaneous stores.

May 24/25 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1 (Tel. 041-554 2447)

Industrial equipment including, Bedford 7-ton van; Neales 6-ton truck mounted crane; industrial tractors; 5-ton Thornycroft firefighting truck; 18,000 lb. freight lifter diesel truck; 2,000 lb. Work Saver electric hydraulic truck; industrial fork lift trucks; mobile stacking machine; welding plant; welding generators; air compressors; pallet transporter; salvage pumps; Bedford pantechnicon; Hillman estate car; high tensile testing machine; hydraulic trolley jacks; firefighting equipment; miscellaneous vehicle spares; photographic equipment; aircraft components and accessories; various trolleys; electrical servicing trailers; electric motors; oscilloscopes; test sets; 100 lb. furnace pots; wooden boxes; oil lanterns copper cases; clothing including, greatcoats; foulweather and arctic clothing; BD and denim clothing; raincoats; boots, etc.; textiles; household and office furniture; machine tools; ferrous and non-ferrous metals and many other items of miscellaneous stores.

May 31 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon.

Auctioneers: Midland, Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL (Tel. 08692 2073)

Clothing and textiles including, P.T. vests; white shirts; pyjama jackets; pullovers; trousers; blouses; carpets; mixed rags, etc.; Coventry Climax fork lift trucks; pallet transporters; Gardner diesel engines 6L3; test trolleys; girder hoists; lathes; planing and circular saw bench; milling machines; transformers; condensers; capacitors; switches; rheostats; motors; receiver sets, etc.; tyres; suction hose; portable electric drills; cross saws; hammers; spanners; pliers; portable forges; office safes; kitchen equipment; water bottles and a large quantity of miscellaneous stores.

Mr. Michael Heseltine (left), Minister for Aerospace, is seen during a recent visit to DTI's Warren Spring Laboratory. He is discussing with Dr. A. J. Robinson (centre), Director of WSL, and Mr. E. Douglas, a Principal Scientific Officer, a model of the laboratory's dry fluid bed separator for mineral processing.

June 7 Vehicles and Miscellaneous Stores

Location: The County Hall, Carlisle

Auctioneers: Harrison & Hetherington Ltd. (Dept. L), Botchergate Carlisle CA1 1SE (Tel. 0228-26292)

Morris ambulances; Morris Mini Buses; Morris Mini Minors and Saloons; Ford Saloons; Land Rovers; fork lift trucks; grit spreaders; Matador spares; machine and hand tools including, bending, grinding, and flexible drive machines; sanders; electric drills and saws; bench drills; pneumatic drills; riveting guns, etc.; spanners; screwdrivers; hammers; pliers; general electrical items including, distribution panels; tuning units; transformers; R.F. units; capacitors; switches; sockets; modulators; inverters; teleprinters; oscilloscopes; voltmeters; receivers; battery chargers; electric fires; consoles, etc.; pocket and stop watches; binoculars; micrometers; Vernier calipers; gyros; protractors; flight computers; clinometers; exposure meters; also general stores including, oxygen equipment; telephone equipment; photographic equipment; sewing machines; furniture; household utensils; service clothing; boots and shoes; carpets; PVC plastic sheets; suction hose; rack assemblies; tool boxes, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by Tender: Machine Tools

Internal, surface and tool grinders; centre and surfacing and boring lathes; press; sawing, sheetmetalworking and woodworking machines; plant items including test rig equipment. Located at Llanelli, Carmarthen. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m., May 31, 1972.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	April 6, 1972
Balance of payments:	
Civil aviation (A)	Mar. 16, 1972
Trends in invisible transactions (Q)	Mar. 23, 1972
UK balance of payments (Q)	Mar. 23, 1972
Bankruptcy orders (Q)	Mar. 9, 1972
Business names registered (A)	Feb. 10, 1972
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	April 13, 1972
Catering trades turnover (M)	April 13, 1972
Chemicals industry (Q)	Mar. 23, 1972
Clothing: made-up clothing: orders and deliveries (M)	April 27, 1972
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	April 27, 1972
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	Jan. 20, 1972
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	This week
Instalment trade credit (A)	April 13, 1972
ECGD business (Q)	April 6, 1972
Electronics capital equipment deliveries, research and development (Q)	Feb. 10, 1972
Engineering and electrical goods:	
Deliveries and orders (M)	May 4, 1972
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 3, 1972
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	Mar. 30, 1972
Household consumption (Q)	Mar. 23, 1972
Footwear industry production, orders and deliveries (M)	May 4, 1972
Foreign trade:	
EFTA trade (Q)	Mar. 23, 1972
Industrial countries trade and production (Q)	Feb. 24, 1972
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 13, 1972
Unit value and volume index nos. (M)	April 20, 1972
Value of overseas trade (M)	April 20, 1972
Value of overseas trade: analysis of trends (Q)	This week
Hire purchase business (M)	This week
Industrial building approved (Q)	April 27, 1972
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	April 27, 1972
N. Ireland index (M)	This week
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	Mar. 23, 1972
Machine tools deliveries and orders (Q)	Mar. 23, 1972
Man-made fibres:	
Analysis of production (Q)	Mar. 16, 1972
Deliveries (Q)	Mar. 16, 1972
Production (M)	April 20, 1972
Volume of production (M)	April 20, 1972
Motor industry:	
Car and commercial vehicle production (M)	May 4, 1972
Motor trades turnover (M)	April 20, 1972
Office development permits (Q)	Mar. 23, 1972
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	April 27, 1972
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	April 27, 1972
Royalty transactions (A)	Mar. 30, 1972
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Mar. 2, 1972
Steel consumption (Q)	Mar. 23, 1972
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	April 13, 1972
Retail (M)	April 13, 1972
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	April 13, 1972
Cotton production (M)	May 4, 1972
Hosiery production (M)	April 27, 1972
Textile orders and deliveries (M)	April 27, 1972
Wholesale houses sales (M)	April 27, 1972
Wool exports (Q)	Mar. 23, 1972
Wool output (M)	May 4, 1972
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	April 20, 1972
UK official reserves (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	Mar. 9, 1972
Index nos. (M)	April 20, 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	April 6, 1972
Business Monitor titles	April 27, 1972
Customs notices of interest to exporters	This week
DTI addresses (regional offices)	May 4, 1972
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	May 4, 1972
Guide to DTI	Feb. 10, 1972
Index Jan.-Mar. 1971	May 26, 1971
Official Receivers' offices	May 20, 1970
Programme of trade promotions	April 20, 1972
Release dates of economic statistics	April 27, 1972

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m in base year	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	260	214	42	13
1971	122	124.9	172	171	119	104.8	142	140	161	121	144	51	–129	–3	36
1970 1st qtr	117	123.8	149	148	114	103.3	135	145	146	114	133	–25	42	1	–41
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	119	137	103	55	12	14
3rd qtr	120	124.3	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.6	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.3	164	161	115	102.1	138	146	148	114	146	82	41	2	–44
2nd qtr	121	125.2	170	170	119	104.4	142	139	164	122	141	–58	–114	12	38
3rd qtr	123	125.6	175	175	120	105.5	142	144	165	122	141	–36	–59	–12	6
4th qtr	124	124.3	179	178	121	107.4	144	133	166	127	147	63	4	–4	36
1972 1st qtr						106.6									
Sept		126.3				105.3									
Oct		124.7				108.4									
Nov		124.4				106.8									
Dec		123.9				107.1									
1972 Jan		124.6				107.0									
Feb		111.9				106.0									
Mar						106.8									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports (¶)	Imports (‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base on index	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956				1963	1963	
£m in base year							Series in thousands			4,282	4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114	153.4	*9.4*	132.4	137.7	246.4	744	129		207	197	952
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	218
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	88
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	278
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119	23,639	217	197	346
4th qtr	114	157.3	*9.2*	132.9	140.0	257.0	836	118		213	202	240
1972 1st qtr		159.7	*8.0*	134.1 p	141.5 p	265.8 p	877	124		207 p	213 p	
1971 Sept	117	155.5	*9.9*	132.5	139.5	250.0	799	115		223	203	
Oct	116	156.4	*9.4*	132.3	139.8	250.7	813	118		216	202	
Nov	114	157.3	*9.2*	132.8	139.9	257.8	840	120		200	197	
Dec	114	158.1	*9.0*	133.6	140.3	262.6	855	116		222	208	
1972 Jan		159.0	*8.2*	134.8	141.2	265.2	872	119		208 p	204 p	
Feb		159.8	*8.1*	133.7	141.6	265.6	872	126		211 p	216 p	
Mar		160.3	*7.6*	133.9 p	142.8 p	266.5 p	886	126		202 p	220 p	
Apr				134.8 p		142.6 p	890 p	128 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

United Kingdom trade in the first quarter of 1972

Provisional figures for United Kingdom trade in March were published on April 14 and an article appeared in *Trade and Industry* dated April 20. An article on prices will appear later this month.

THIS note comments on the movements in the external trade of the United Kingdom in the first quarter of 1972 and highlights the more significant features. More detailed information is contained in the tables and charts at the end of this note. In comparing the figures of the first quarter of this year with those of the previous quarter considerable care must be exercised; in these periods the trade flows were affected by special factors, eg the east coast dock strike in the United States and the recent miners' strike here, and the quarterly comparisons may be misleading.

Visible balance

In the first quarter of this year, there was a deficit on visible trade of £112 million, averaging £37 million a month compared with a monthly average surplus of £25 million in the final quarter of 1971. Despite the deficit on visible trade, the current account of the balance of payments has remained in surplus in the first quarter since net invisible earnings are estimated to have been running in surplus at rather more than £50 million a month.

In the three months ending March, exports fell by value and by volume from the level of the previous quarter. This weakening in exports was in part due to a number of special factors among which were the miners' strike here, the residual currency uncertainties remaining after the Washington Agreement in December and some renewed uncertainty in the United States surrounding the settlement of the east coast dock strike which may have led to some holding back on the part of UK exporters. Imports, on the other hand, rose sharply in both value and volume terms, influenced by the effect of the miners' strike and a recovery from the effects of the US dock strike which held down imports from the United States in the fourth quarter of last year.

TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values — £ million per month

	Exports fob ††	Imports fob ‡‡	Visible balance
1970	657	656	+ 1
1971	740	715	+25
1970 1st quarter	644	623	+21
2nd quarter	653	666	−13
3rd quarter	623	648	−25
4th quarter	709	690	+19
1971 1st quarter	665	687	−22
2nd quarter	762	724	+38
3rd quarter	774	715	+59
4th quarter	760	735	+25
1972 1st quarter p	738	775	−37
1971 October	772	734	+38
November	714	716	− 2
December	794	757	+37
1972 January p	742	741	+ 1
February p	751	784	−33
March p	721	802	−81
1971 4th quarter	760	735	+25
1972 1st quarter p	738	775	−37

†† Includes balance of payments adjustments and allowance for factors affecting recording (see Table 2).
‡‡ Includes payments for United States military aircraft and other balance of payments adjustments (see Table 3).
p Provisional estimates.

TABLE 1a. THREE MONTHLY AVERAGES‖

Seasonally adjusted values — £ million per month

	Exports fob	Imports fob	Visible balance
1971 April	712	721	− 9
May	753	728	+25
June	762	724	+38
July	759	716	+43
August	769	716	+53
September	774	715	+59
October	778	723	+55
November	761	729	+32
December	760	735	+25
1972 January	750	739	+11
February	762	761	+ 1
March	738	775	−37

‖ Average of month shown and two preceding months (see Note 1(d)).

TABLE 2. EXPORTS

Seasonally adjusted values¶ — £ million per month

	Overseas Trade Statistics basis fob §§	Coverage adjustments	Net allowance for factors affecting recording †	Balance of payments basis fob
1970	672	−28	+13	657
1971	765	−33	+ 9	740
1970 1st quarter	657	−26	+13	644
2nd quarter	668	−29	+13	653
3rd quarter	636	−26	+13	623
4th quarter	725	−31	+15	709
1971 1st quarter	680	−29	+14	665
2nd quarter	780	−34	+15	762
3rd quarter	798	−34	+10	774
4th quarter	801	−35	− 5	760
1972 1st quarter p	776	−38	—	738
1971 October	810	−38	—	772
November	759	−35	−10	714
December	832	−33	− 5	794
1972 January p	777	−34	—	742
February p	789	−38	—	751
March p	763	−42	—	721
1971 4th quarter	801	−35	− 5	760
1972 1st quarter p	776	−38	—	738

For footnotes see table 3.

TABLE 3. IMPORTS

Seasonally adjusted values¶ — £ million per month

	Overseas Trade Statistics basis cif §§	Adjustments to balance of payments basis: US military aircraft Arrivals	US military aircraft Payments	Freight insurance and other valuation adjustments	Coverage adjustments	Balance of payments basis fob
1970	753	−2	+1	−77	−19	656
1971	819	−1	+0	−86	−18	715
1970 1st quarter	715	−2	+0	−71	−19	623
2nd quarter	762	−3	—	−76	−16	666
3rd quarter	740	−1	+2	−78	−16	648
4th quarter	796	−2	+1	−83	−23	690
1971 1st quarter	794	−1	—	−87	−20	687
2nd quarter	822	−1	—	−87	−10	724
3rd quarter	817	−1	—	−84	−18	715
4th quarter	845	−0	—	−85	−25	735
1972 1st quarter p	882	−0	—	−86	−20	775
1971 October	846	−0	—	−83	−28	734
November	829	—	—	−80	−32	716
December	862	—	—	−92	−13	757
1972 January p	844	−1	—	−84	−18	741
February p	887	—	—	−84	−20	784
March p	915	—	—	−90	−22	802
1971 4th quarter	845	−0	—	−85	−25	735
1972 1st quarter p	882	−0	—	−86	−20	775

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
p Provisional estimates.

Exports

The value of exports in the first quarter averaged £738 million a month, seasonally adjusted on a balance of payments basis, some 3 per cent lower than the monthly average of £760 million for the final quarter of last year. This decline occurred despite an increase in export unit values and implies a considerable decrease in the volume of deliveries. A comparison of exports between the two quarterly periods is, however, somewhat distorted by the effects of strikes. In the final quarter of 1971, exports were at a low level as deliveries to the United States were reduced because of the east coast dock strike. Whilst there was some recovery in deliveries to the United States in the first quarter of this year, the trade figures were again low, partly as a result of the miners' strike and the consequent restrictions on electricity usage. Despite these distorting influences, the recent figures suggest that exports have not retained their earlier buoyancy.

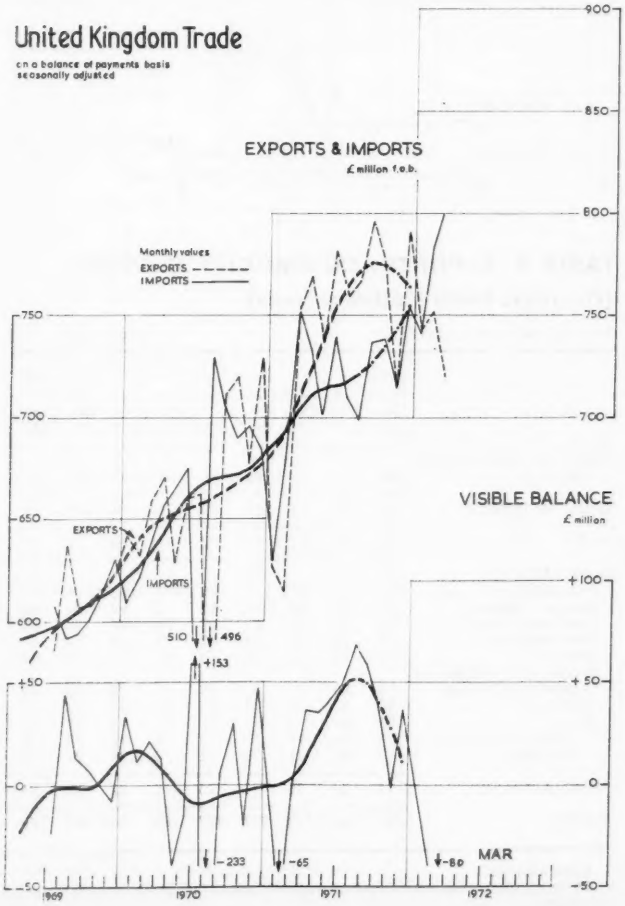
The reduction in the volume of exports in the first three months of this year follows the considerable increase in the volume of exports in 1971 which occurred despite two important factors: world trade is estimated to have grown at only the modest rate of around 7 per cent and United Kingdom export prices rose more than twice as fast as those of our competitors. The continual loss of price competitiveness over the last two years, whose influence on the volume of exports takes time to emerge, could well be a factor that has affected the recent underlying trend and may continue to influence it throughout 1972. However, exports should obtain a boost from the faster growth in world trade which is expected to follow from the recovery of major economies and the settlement of the currency uncertainties.

TABLE 4. CHANGES IN VALUE, VOLUME AND UNIT VALUES OF EXPORTS AND IMPORTS ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted except Unit Values — monthly averages

	Exports fob			Imports fob			Terms of trade†
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	
	£m.	1961 = 100		£m.	1961 = 100		1961 = 100
1969	588	149	127	600	146	126	101
1970	657	154	136	656	155	131	104
1971	740	162	148	715	162	134	110
1970 1st quarter	644	155	131	623	148	131	101
2nd quarter	653	155	134	666	157	132	102
3rd quarter	623	145	136	648	152	131	104
4th quarter	709	162	139	690	162	131	106
1971 1st quarter	665	149	143	687	160	131	109
2nd quarter	762	169	146	724	164	135	108
3rd quarter	774	167	149	715	160	137	109
4th quarter	760	162	152	735	164	137	111
1972 1st quarter p	738	157	155	775	171	139	112

† Export Unit Value Index as percentage of the Import Unit Value Index.
p Provisional estimates. Based largely on information up to February. Figures for March and the first quarter will be published in *Trade and Industry* later this month.



Area pattern of exports

The most noticeable feature of the area pattern of exports was a reduction of 15 per cent in deliveries to the **sterling area** between the last quarter of 1971 and the first quarter of this year, following a growth of 20 per cent in 1971. Exports to all the developed countries of the sterling area fell considerably, the biggest fall (21 per cent) being in exports to South Africa following the imposition of severe import controls at the end of November. Exports to Australia were also significantly lower than in the previous quarter, the decline of 19 per cent being fairly generally spread over all commodities, with considerable falls in exports of transport equipment and non electrical machinery. Exports to the developing countries of the sterling area were also low, partly as a result of disturbed trading conditions in some of them; for example exports to Pakistan have been disrupted by the war and are currently only about one-third of their normal level.

Exports to **Western Europe** decreased slightly, by just over 1 per cent, in the first quarter of this year compared with the high level reached in the final quarter of 1971. Deliveries to both the EEC and EFTA markets were lower, the more so in the case of EFTA where, but for an increase in exports of precious stones to Switzerland, the fall would have been even greater. Among the member countries of the EEC, exports to France were most buoyant and continued on an upward trend, rising by 7 per cent between the fourth quarter of last year and the first quarter of this, with shipments of transport equipment being markedly above the level of the last quarter of 1971. Of the EEC countries only Belgium and Luxembourg received significantly less of our exports; the reduction of 9 per cent largely resulted from substantial falls in shipments of metals and metal manufactures.

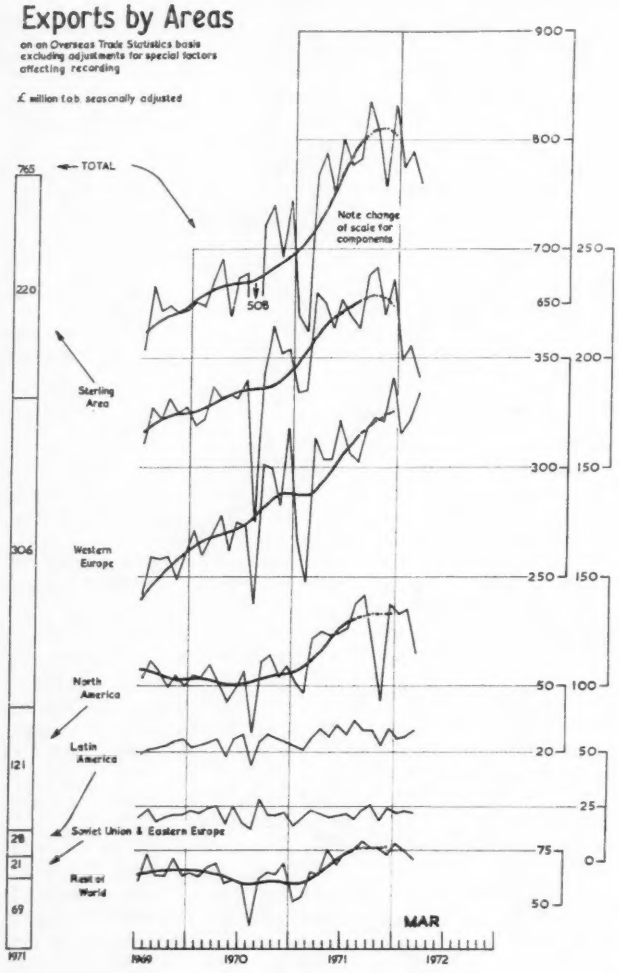
In **North America** our exports increased by 8 per cent compared with the last three months of 1971. This, however, reflects in part a recovery of 16 per cent in exports to the United States following the ending of the east coast dock strike. Exports to Canada fell back from their abnormally high level in the final quarter of last year. Compared with the second half of 1971 exports to North America increased by only 1 per cent in the period under review.

Exports to our other main markets all tended to be lower than in the fourth quarter of last year, the greatest fall occurring in the Japanese market where exports declined by 4 per cent.

Commodity pattern of exports

Exports of manufactured goods fell 4 per cent in value between the fourth quarter of last year and the first quarter of this year. Exports of non-manufactured goods, on the other hand increased by 6 per cent, largely reflecting the recovery in exports of whisky to the United States. The most noticeable feature among manufactured goods was a decrease of 16 per cent in deliveries of road motor vehicles: this was offset by an increase of over 30 per cent in the exports of ships and aircraft (which tend to vary erratically) and as a result the fall in exports of transport equipment was the same as for manufactured goods as a whole.

(*continued on next page*)



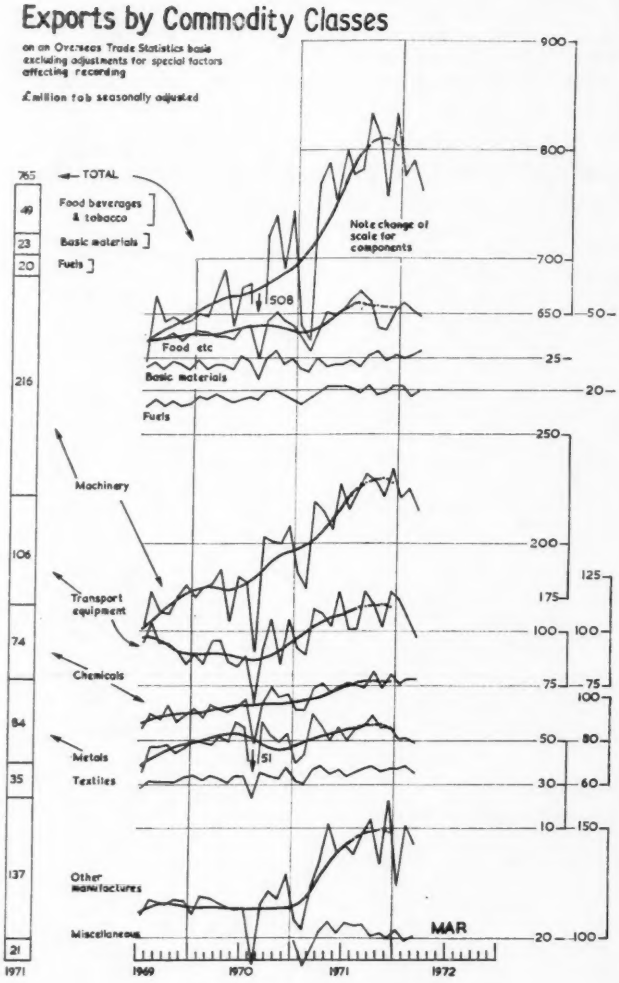


TABLE 5. EXPORTS: AREAS § (Overseas trade statistics basis)

Seasonally adjusted values** — £ million fob per month

	1971				1972			1971	1972
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
STERLING AREA***	200	222	224	232	199	205	191	232	199
Australia	27	32	30	33	29	28	24	33	27
New Zealand	12	13	12	13	13	12	10	13	11
Republic of South Africa	33	36	31	32	25	25	26	32	25
Irish Republic	35	42	45	44	37	44	37	44	39
WESTERN EUROPE	276	310	309	328	316	323	334	328	324
EEC	145	166	164	174	168	174	177	174	173
EFTA	109	118	114	124	117	122	128	124	122
Other	23	28	30	29	30	28	30	29	29
NORTH AMERICA	107	124	135	119	133	135	115	119	128
USA and Dependencies	83	96	106	82	98	103	84	82	95
Canada	25	28	30	36	34	33	31	36	33
LATIN AMERICA	23	30	31	28	26	27	30	28	28
SOVIET UNION AND EASTERN EUROPE	20	20	21	23	22	23	22	23	22
REST OF THE WORLD***	55	72	75	75	78	75	71	75	75
TOTAL	680	780	798	801	777	789	763	801	776

§ See note 1(b).
** No adjustment has been made in this table for special factors affecting the recording of exports.
*** See note 1(f).

TABLE 6. EXPORTS: COMMODITY CLASSES § (Overseas trade statistics basis)

Seasonally adjusted values** — £ million fob per month

	1971				1972			1971	1972
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
FOOD, BEVERAGES AND TOBACCO	42	51	58	46	55	51	49	46	52
BASIC MATERIALS	21	22	24	26	25	26	28	26	26
FUELS	16	22	21	20	22	17	20	20	20
MANUFACTURES									
Non-electric machinery	145	162	168	174	168	171	163	174	167
Electric machinery	51	55	56	54	53	54	52	54	53
Road motor vehicles	76	85	82	87	80	75	64	87	73
Other transport	21	24	25	24	32	31	35	24	33
Chemicals	67	74	75	78	76	78	78	78	77
Metals and miscellaneous metal manufactures	78	84	84	88	81	81	79	88	81
Textiles	33	37	35	37	37	38	35	37	36
Other	51	69	72	75	51	71	69	75	64
Clothing and footwear	13	14	14	14	15	16	15	14	15
Instruments	19	21	21	23	22	23	22	23	22
MISCELLANEOUS	14	24	26	21	23	19	22	21	21
TOTAL	680	780	798	801	777	789	763	801	776

§ See note 1(b).
** No adjustment has been made in this table for special factors affecting the recording of exports.

TABLE 7. EXPORTS BY AREAS AND COUNTRIES
(Overseas trade statistics basis) §
Quarters or quarterly averages

Seasonally adjusted figures are in brackets
Percentage increase on a year earlier in italics
£ million fob

	Jan.-Sept. 1971 ‡		4th quarter 1971 ‡		1st quarter 1972 ‡	
STERLING AREA***						
Developed countries						
Australia	88.3	*9*	100.1	*– 3*	75.2	*– 6*
	[89]		[100]		[81]	
New Zealand	36.1	*19*	37.9	*—*	32.2	*– 3*
	[36]		[39]		[34]	
Irish Republic	120.7	*31*	139.0	*32*	114.0	*12*
	[123]		[132]		[118]	
Iceland	2.8	*30*	3.6	*28*	2.9	*33*
Republic of South Africa	99.0	*23*	98.5	*8*	79.0	*–22*
	[99]		[97]		[76]	
Developing countries						
Cyprus	6.9	*10*	8.4	*16*	7.3	*13*
Jamaica	10.0	*12*	13.1	*16*	10.0	*19*
Trinidad	8.1	*24*	9.5	*12*	9.3	*24*
India	31.4	*92*	44.0	*85*	34.0	*22*
Pakistan	13.0	*7*	11.6	*–11*	5.4	*–62*
Ceylon	3.5	*–24*	5.4	*18*	3.5	*13*
Malaysia	16.0	*13*	16.8	*– 6*	16.7	*3*
Singapore	17.9	*24*	19.5	*2*	18.9	*16*
Hong Kong	25.7	*8*	27.3	*– 3*	24.1	*– 1*
Sierra Leone	3.1	*7*	3.5	*–12*	2.6	*–12*
Ghana	11.3	*18*	10.8	*11*	7.1	*–44*
Nigeria	39.4	*54*	46.8	*25*	40.7	*13*
South West Africa	0.5	*2*	0.2	*–60*	0.3	*–45*
Zambia	11.6	*30*	14.6	*33*	13.3	*17*
Tanzania	6.0	*21*	5.7	*23*	4.8	*– 9*
Kenya	16.5	*24*	16.0	*27*	14.9	*– 8*
Mauritius	2.2	*58*	1.7	*1*	1.8	*24*
Bahrain, Kuwait, Qatar and Trucial States	24.7	*14*	28.5	*3*	25.2	*23*
Other countries	45.4	*17*	51.4	*10*	47.2	*12*
TOTAL STERLING AREA***	640.2	*23*	713.5	*13*	590.6	*– 0*
	[646]		[697]		[596]	
NORTH AMERICA						
Canada	79.7	*12*	110.1	*49*	90.6	*39*
	[83]		[108]		[98]	
United States and Dependencies	278.7	*23*	252.5	*– 4*	269.1	*18*
	[284]		[247]		[286]	
TOTAL NORTH AMERICA	358.4	*20*	362.6	*8*	359.7	*23*
	[367]		[356]		[383]	
WESTERN EUROPE						
Finland	33.8	*7*	41.1	*20*	29.4	*– 5*
Sweden	93.7	*7*	102.2	*1*	102.2	*12*
	[95]		[100]		[102]	
Norway (including Spitzbergen)	42.8	*1*	48.8	*4*	49.0	*25*
Denmark, Faroe Islands and Greenland	56.1	*4*	64.3	*8*	60.4	*11*
Switzerland and Liechtenstein	56.9	*10*	61.1	*12*	74.6	*33*
Portugal, Azores and Madeira	25.6	*16*	29.2	*30*	25.7	*8*
Austria	25.8	*20*	28.7	*10*	25.7	*5*
EFTA (excluding Iceland)	334.8	*8*	375.4	*9*	366.9	*15*
	[341]		[371]		[367]	
Western Germany	128.9	*6*	148.2	*6*	138.8	*15*
	[135]		[144]		[145]	
Netherlands	100.0	*10*	109.3	*5*	105.3	*18*
	[101]		[107]		[106]	
Belgium and Luxembourg	83.0	*13*	90.6	*21*	88.9	*8*
	[84]		[95]		[86]	
France	94.9	*16*	108.9	*17*	119.4	*39*
	[95]		[108]		[115]	
Italy	60.3	*3*	68.5	*6*	68.2	*21*
	[61]		[66]		[68]	
EEC	467.1	*10*	525.5	*10*	520.6	*20*
	[475]		[521]		[518]	
Greece	18.6	*34*	16.2	*5*	18.5	*23*
Turkey	9.2	*7*	11.0	*10*	11.9	*29*
Yugoslavia	16.4	*57*	12.9	*– 9*	9.2	*–36*
Spain, Canary Islands and Spanish Ports in North Africa	39.6	*11*	49.6	*37*	50.0	*51*
Other	0.4	*134*	0.2	*71*	0.4	*– 8*
TOTAL WESTERN EUROPE	886.0	*10*	990.8	*10*	977.5	*18*
	[896]		[985]		[972]	

TABLE 7. *continued*

Seasonally adjusted figures are in brackets
Percentage increase on a year earlier in italics
£ million fob

	Jan.-Sept. 1971		4th quarter 1971		4th quarter 1972	
SOVIET UNION AND EASTERN EUROPE						
Soviet Union	20.2	*–20*	28.3	*5*	20.8	*15*
Poland	14.9	*3*	19.7	*17*	18.8	*29*
Eastern Germany	4.1	*– 2*	5.0	*12*	4.1	*– 8*
Hungary	5.4	*10*	4.5	*7*	5.3	*– 8*
Czechoslovakia	4.7	*– 3*	5.8	*– 1*	5.8	*33*
Romania	7.4	*– 4*	8.9	*50*	9.2	*36*
Other countries	2.8	*12*	1.9	*–48*	2.4	*–32*
TOTAL SOVIET UNION AND EASTERN EUROPE	59.5	*– 7*	74.0	*9*	66.4	*16*
	[61]		[69]		[67]	
LATIN AMERICA						
Cuba	7.1	*45*	5.2	*–12*	5.2	*15*
Mexico	7.3	*–18*	8.8	*18*	9.0	*38*
Colombia	3.7	*19*	4.5	*22*	5.3	*92*
Venezuela	8.5	*5*	11.0	*18*	8.1	*19*
Peru	4.0	*80*	3.9	*21*	3.0	*4*
Brazil	20.3	*45*	23.2	*20*	18.3	*1*
Chile	5.4	*19*	6.3	*– 7*	5.6	*50*
Bolivia	0.5	*–10*	0.4	*–43*	0.4	*– 8*
Uruguay	1.9	*33*	2.0	*–11*	1.3	*–44*
Argentine Republic	13.4	*24*	13.2	*14*	13.8	*31*
Other countries	10.3	*20*	11.0	*– 9*	10.3	*12*
TOTAL LATIN AMERICA	82.4	*23*	89.4	*9*	80.3	*19*
	[84]		[85]		[83]	
REST OF THE WORLD						
Netherlands Dependencies	2.7	*2*	3.1	*–11*	2.8	*18*
Portuguese Dependencies	8.8	*31*	9.4	*16*	7.4	*–12*
Iraq	5.6	*– 4*	8.0	*29*	5.8	*25*
Iran	18.6	*18*	22.9	*19*	25.5	*78*
Israel	28.8	*22*	30.5	*19*	34.6	*52*
Arab Republic of Egypt	5.4	*24*	3.9	*–26*	4.5	*52*
Saudi Arabia	9.2	*8*	11.4	*16*	10.6	*17*
Sudan	4.5	*– 3*	4.3	*– 2*	4.2	*–13*
Algeria	6.9	*72*	7.1	*49*	9.4	*64*
Libya	6.4	*3*	11.7	*107*	12.2	*137*
Morocco	3.2	*1*	3.2	*3*	2.4	*–24*
Republic of Zaire	4.3	*49*	5.1	*54*	5.1	*54*
Thailand	8.0	*9*	8.1	*–20*	8.1	*– 1*
China	7.2	*–38*	6.8	*–30*	6.9	*78*
Japan	39.0	*7*	39.7	*2*	36.9	*4*
	[39]		[40]		[38]	
Philippines	5.6	*– 4*	11.7	*52*	5.5	*—*
Other countries	34.3	*11*	42.6	*21*	48.0	*38*
TOTAL REST OF THE WORLD***	200.3	*10*	229.7	*14*	230.0	*32*
	[202]		[225]		[224]	
TOTAL NON-STERLING AREA***	1,586.7	*12*	1,746.5	*10*	1,713.9	*21*
	[1,610]		[1,743]		[1,729]	
LOW VALUE ITEM‡	8.8	*– 4*	8.5	*–10*	7.6	*–18*
TOTAL ALL COUNTRIES	2,235.6	*15*	2,468.6	*11*	2,312.1	*14*
	[2,258]		[2,402]		[2,328]	

§ No adjustment has been made in this table for special factors affecting the recording of exports.
‡ From 1970, items valued at less than £50 have not been allocated to specific countries and areas.
*** See note 1 (f).

(*continued on next page*)

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

UK TRADE IN THE FIRST QUARTER—EXPORTS
continued

TABLE 8. EXPORTS: MACHINERY AND TRANSPORT EQUIPMENT
(Overseas trade statistics basis) §
Quarters or quarterly averages

Seasonally adjusted figures are in brackets
Percentage increase on a year earlier in italics — £ million fob

	Jan.-Sept. 1971	4th quarter 1971	1st quarter 1972
MACHINERY OTHER THAN ELECTRIC	470.1 *19* [474]	534.7 *17* [522]	495.1 *15* [501]
Aircraft engines	33.8 *25*	39.3 *20*	38.8 *23*
Internal combustion engines other than aircraft	43.6 *15*	49.5 *10*	45.3 *13*
Other power generating equipment	18.8 *33*	22.3 *44*	22.0 *52*
Tractors	33.8 *14*	35.3 *15*	33.4 *12*
Other agricultural machinery	10.3 *– 5*	8.0 *– 7*	11.5 *11*
Office machines	42.2 *21*	53.1 *11*	46.6 *9*
Metal working machinery	28.9 *10*	33.7 *15*	28.9 *17*
Textile leather machinery	39.3 *8*	46.0 *23*	41.0 *10*
Machines for special industries	61.2 *16*	73.7 *19*	62.0 10
Heating and cooling equipment	14.0 *19*	17.9 *50*	16.5 *51*
Pumps, centrifuges, etc.	24.9 *23*	30.7 *23*	28.7 *32*
Mechanical handling equipment	27.3 *36*	26.2 *12*	24.0 *3*
Other	92.0 *26*	99.0 *13*	96.5 *11*
ELECTRICAL MACHINERY	159.6 *16* [162]	168.8 *2* [163]	159.1 *4* [160]
Electric power machinery	22.4 *28*	25.1 *13*	22.3 *8*
Switchgear	16.6 *29*	19.7 *16*	20.1 *20*
Electric distribution equipment	14.2 *19*	14.5 *–10*	11.5 *– 7*
Television, radios	2.8 *8*	3.3 *– 5*	3.3 *7*
Other telecommunications equipment	37.4 *24*	34.1 *– 7*	34.2 *– 5*
Domestic electric equipment	12.1 *11*	14.2 *7*	11.8 *5*
Other electrical machinery	54.2 *4*	57.9 *2*	56.0 *10*
TRANSPORT EQUIPMENT	317.3 *20*	320.7 *13*	323.1 *9*
Road motor vehicles	248.6 *21* [243]	243.9 *13* [262]	225.7 *– 5* [220]
Cars and chassis	97.5 *18*	80.0 *– 1*	84.0 *– 8*
Commercial vehicles and chassis	60.5 *25*	59.2 *20*	43.0 *–26*
Aircraft and parts	38.8 *23*	46.0 *18*	50.6 *51*
Ships and boats	14.8 *– 3*	13.4 *–15*	27.2 *94*
MACHINERY AND TRANSPORT EQUIPMENT	947.0 *19* [952]	1,024.2 *13* [1,009]	977.3 *11* [976]

§ See notes to Table 7 for this footnote.

Tailor-made export intelligence

The computer based Export Intelligence Service of the Department of Trade & Industry daily transmits Overseas Market Intelligence to more than five thousand British companies. It is designed to meet the needs of the individual exporter and to save him valuable time by matching his product or service, market and intelligence requirements to the information much of which is exclusive, that comes in daily from the British Commercial Offices in 220 Overseas Posts. Subscribers can choose from over 6,000 product categories, 200 geographical areas or countries and 16 categories of information such as specific export opportunities, calls for tender, short market pointers, tariff, etc. An initial subscription of £25 provides the subscriber with 500 notices over any period of time, ie the cost is only 5p per notice. Notices will be selected to accord with the subscriber's registered market/subject interests. For further details apply to: Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU: Tel: 01-248 5757 ext 430 or 556, quoting your name, company, address and telephone number.

TABLE 9. EXPORTS: OTHER MANUFACTURES
(Overseas trade statistics basis) §
Quarters or quarterly averages

Seasonally adjusted figures are in brackets
Percentage increase on a year earlier in italics — £ million fob

	Jan.-Sept. 1971	4th quarter 1971	1st quarter 1972
CHEMICALS	217.5 *14* [217]	232.0 *10* [235]	226.5 *15* [231]
Chemical elements and compounds	57.5 *14*	59.1 *—*	57.5 *12*
Dyeing, tanning and colouring materials	21.5 *8*	24.2 *11*	23.9 *19*
Medicinal and pharmaceutical products	41.5 *23*	43.9 *15*	43.5 *21*
Essential oils, toilet, polishing and cleansing preparations	17.6 *9*	19.3 *6*	18.4 *11*
Fertilisers	0.9 *–29*	1.0 *– 9*	1.8 *26*
Plastic materials	38.6 *10*	44.2 *18*	42.2 *20*
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	542.4 *11* [544]	605.2 *15* [601]	550.5 *11* [546]
Leather, leather manufactures, etc.	13.3 *9*	14.8 *7*	14.7 *16*
Rubber manufactures	25.5 *13*	27.0 *8*	24.3 *12*
Wood and cork manufactures, etc.	2.9 *9*	3.1 *– 5*	2.5 *– 9*
Paper	23.9 *11*	25.9 *4*	24.3 *8*
Textile manufactures	102.6 *7* [105]	118.1 *8* [111]	105.0 *11* [109]
Wool yarn and woven fabrics	21.1 *– 9*	22.8 *– 4*	19.8 *7*
Cotton yarns and woven fabrics	9.4 *1*	10.7 *9*	10.2 *19*
Man-made fibre yarns and woven fabrics	29.2 *12*	33.9 *9*	32.0 *16*
Miscellaneous textile manufactures	42.9 *16*	50.7 *13*	43.0 *7*
Non-metallic mineral manufactures, n.e.s.	130.1 *34*	144.2 *45*	143.4 *31*
Pottery and glass	19.8 *17*	21.6 *9*	20.0 *10*
Pearls, diamonds and precious stones	94.4 *43*	104.6 *67*	107.6 *40*
Iron and steel	97.1 *14*	111.2 *20*	92.1 *11*
Non-ferrous metals	72.1 *–18*	81.3 *– 4*	74.7 *– 3*
Miscellaneous metal manufactures	75.0 *21*	79.5 *7*	69.5 *—*
MISCELLANEOUS MANUFACTURED ARTICLES	199.8 *14* [204]	238.0 *16* [226]	215.0 *22* [226]
Clothing and footwear	39.0 *4* [41]	48.9 *7* [43]	40.5 *20* [46]
Scientific instruments	60.8 *21* [61]	70.9 *22* [70]	66.7 *21* [66]
Printed matter	24.8 *15*	29.9 *19*	27.1 *25*

§ See notes to Table 6 for this footnote.

TABLE 10. EXPORTS: OTHER EXPORTS
(Overseas trade statistics basis) §
Quarters or quarterly averages

Seasonally adjusted figures are in brackets
Percentage increase on a year earlier in italics — £ million fob

	Jan.-Sept. 1971	4th quarter 1971	1st quarter 1972
FOOD AND LIVE ANIMALS	66.5 *16* [68]	81.2 *5* [76]	73.6 *21* [75]
Live animals	5.3 *–27*	9.7 *–11*	6.6 *25*
Cereals and cereal preparations	9.6 *43*	9.5 *–29*	7.6 *–17*
Sugar and sugar preparations	9.4 *29*	9.2 *5*	9.6 *31*
BEVERAGES AND TOBACCO	76.9 *28* [82]	76.0 *–11* [62]	64.6 *14* [80]
Whisky	57.0 *32*	55.8 *–13*	46.1 *14*
Tobacco and tobacco manufactures	10.4 *12*	11.6 *– 5*	10.9 *10*
CRUDE MATERIALS AND ANIMAL AND VEGETABLE OILS AND FATS	66.6 *1* [64]	78.2 *5* [75]	79.6 *24* [78]
Wool tops	4.2 *–25*	3.8 *– 1*	4.0 *– 1*
Other textile fibres	17.4 *– 8*	18.7 *– 1*	20.2 *23*
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	57.8 *16* [59]	62.5 *9* [60]	60.0 *20* [59]
Coal, coke and briquettes	5.4 *–29*	6.2 *– 5*	1.9 *–66*
Petroleum products	46.5 *20*	49.7 *8*	50.8 *27*

§ See notes to Table 6 for this footnote.

Imports

In the first quarter imports rose to an average of £775 million seasonally adjusted on a balance of payments basis, over 5 per cent higher than in the fourth quarter of 1971 when they were depressed by the effects of the US dock strike. There was an increase of 5 per cent in the volume of arrivals, and import prices (as indicated by the unit value index) rose by about 1 per cent.

Apart from a recovery in arrivals from the United States, imports in the first three months of this year were also swollen by high imports of coal following the miners' strike and by the arrival of three Boeing 747 aircraft. Despite these special factors there is little doubt that the underlying upward trend of imports has continued.

Commodity pattern of imports

Imports of **food, beverages and tobacco** were 10 per cent higher than in the fourth quarter of 1971 with increases in both price and volume probably contributing about equally to the rise. A recovery in imports of tobacco from the United States, following the ending of the dock strike there, contributed significantly to the increase of this group of commodities. Imports of dairy produce, especially from New Zealand, also increased noticeably, in part due to a continued rise in butter prices, which had reached a very high level last year because of the world shortage.

Fuel imports for the quarter as a whole were much the same in value as in the fourth quarter of last year. The unit value index fell between these two periods and there was a volume increase of 5 per cent. Within the total, imports of oil fell slightly while imports of coal, which form only a small part of the total, rose sharply after the miners' strike; coal to the value of £17 million was imported in March compared with a total of £7½ million in the first two months of the year and an average of £4 million a month in 1971.

In the first quarter, imports of **industrial materials** averaging £330 million a month were 1 per cent less than in the last quarter of 1971. Imports of basic materials were 1 per cent higher than in the previous quarter whereas imports of semi-manufactures showed a drop of 2 per cent. The increase in basic materials was essentially due to a rise in arrivals of crude materials (which make up about 90 per cent of total basic materials): imports of timber, which had fallen back sharply in the second half of last year, recovered and the value of wool imports increased considerably.

The reduction in the imports of semi-manufactures was entirely in imports of goods other than chemicals especially iron and steel; chemical imports grew rather more sharply than they had done for some time and averaged £52 million a month in the first quarter of this year.

Imports of **finished manufactures** continued to show strong growth in the first quarter of this year, due largely to a continued rapid rise in imports of consumer goods following the Government's economic measures last year to expand consumers' expenditure. The average monthly rate of arrivals of finished manufactures was £241 million a month, some 12 per cent higher than in the previous quarter. Within the group, imports of consumer goods increased by 14 per cent, due largely to a substantial increase in imports of cars, while arrivals of capital goods (excluding ships and aircraft) rose by only 5 per cent. Arrivals of ships and aircraft (which tend to vary erratically) were also sharply higher, largely on account of the delivery of the three Jumbo jets in the quarter.

Source of imports

In the first quarter, imports from **Western Europe** were 8 per cent higher than in the previous quarter, reflecting the continued expansion of imports of finished manufactures and the abnormal imports of coal. The increase of 9 per cent in imports from the EEC was spread over all member countries, the largest rise being in imports from France. Imports from EFTA also expanded but at under half the rate of the EEC.

With the ending of the US dock strike there was a recovery in imports from **North America**; the level in the first quarter of this year averaged £157 million a month, 18 per cent more than the low level of the previous quarter. The increase was entirely due to imports from the United States which were more than one-third higher than in the previous quarter and which were influenced by the delivery of three Jumbo jets. Imports from Canada declined from their high level of the final quarter of last year which may have reflected some diversion of trade during the US dock strike.

Imports from the **sterling area** eased back further in the first quarter from the high rates reached in the middle months of last year: at £212 million a month they were 2 per cent less than in the fourth quarter of 1971. Lower imports from the Irish Republic, due in part to a decline in deliveries of non-metallic mineral manufactures in which precious stones are an important commodity group, contributed largely to the reduction in the quarter though there was a widespread decline in imports from many other countries in the area.

There was a sharp fall in food imports from Australia, lower imports of clothing from Hong Kong and a fall in imports from Nigeria and India. The major exception to this falling trend was New Zealand, imports from this country increasing sharply largely due to a rise in imports of dairy produce.

Of the United Kingdom's **other main sources** of imports arrivals from the Soviet Union and Eastern Europe were unchanged while imports from Latin America and the 'Rest of the World' were somewhat lower.

TABLE 11. IMPORTS: FOOD, BEVERAGES AND TOBACCO

(Overseas trade statistics basis)
Quarters or quarterly averages

Seasonally adjusted figures are in brackets
Percentage increase on a year earlier in italics

£ million cif

	Jan.-Sept. 1971		4th quarter 1971		1st quarter 1972	
FOOD AND LIVE ANIMALS	494.2 [494]	7	487.2 [488]	3	539.4 [505]	5
Live animals	18.3	28	16.4	22	18.5	9
Meat and meat preparations	117.2 [115]	15	113.5 [120]	–15	129.9 [125]	24
Beef and veal	25.7	9	27.8	20	30.2	30
Th. tons	61	– 6	65	—	64	2
Mutton and lamb	27.1	19	11.6	34	32.2	13
Th. tons	102	18	42	–37	113	4
Bacon	30.7	– 9	36.7	7	31.9	21
Th. tons	91	– 4	96	2	84	5
Dairy products and eggs	56.4 [60]	28	68.6 [59]	28	97.4 [81]	41
Butter	38.6	30	45.7	22	70.8	48
Th. tons	98	2	90	–20	133	– 7
Fish and fish preparations	18.3	8	28.4	22	23.1	16
Raw sugars	24.7	2	26.4	20	26.1	–11
Th. tons	472	1	500	25	453	–17
Cocoa beans	6.2	–21	4.6	4	8.0	12
Th. tons	22	– 2	19	30	35	47
Tea and mate	23.2	– 2	25.3	–25	22.5	–13
Th. tons	54	– 5	61	–22	57	– 9
Cereals for feeding stuff for animals	93.2 [93]	6	84.0 [84]	–19	70.9 [71]	–28
Fruit and vegetables	102.7 [98]	4 22	85.6 [100]	6	113.4 [105]	7
BEVERAGES AND TOBACCO	49.4 [55]		60.0 [43]	–11	60.0 [79]	38
Beverages	22.9	32	30.5	13	25.2	45
Tobacco and tobacco manufactures	26.5 [30]	14	29.5 [19]	–27	34.8 [48]	33

(*continued on next page*)

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UK TRADE IN THE FIRST QUARTER—IMPORTS

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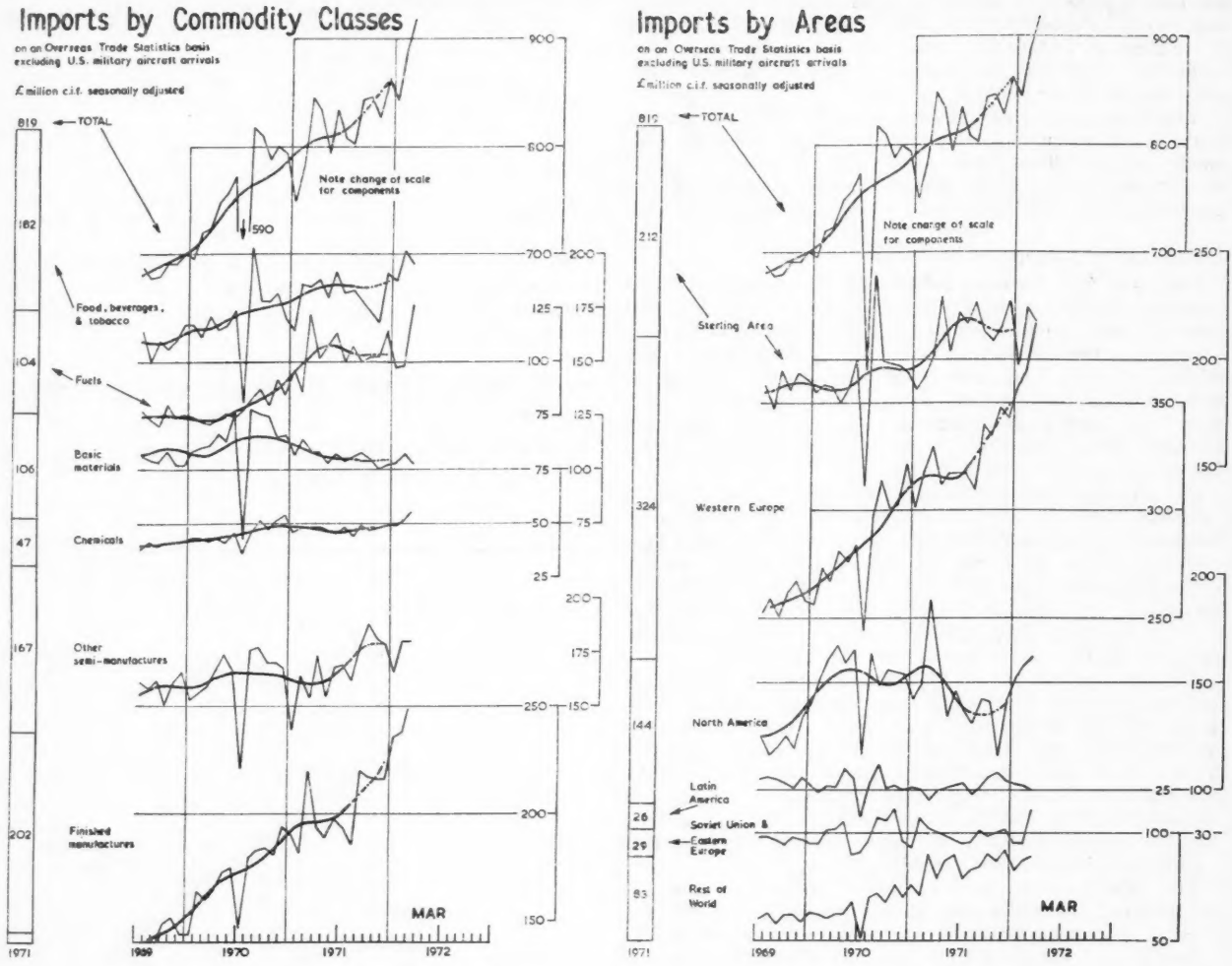

TABLE 12. IMPORTS: COMMODITY CLASSES §
(Overseas trade statistics basis)

Seasonally adjusted values — £ million cif per month

					Industrial materials				Finished manufactures		
	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manu-factures	Total	Excluding US military aircraft, etc.	Miscel-laneous
1971 1st quarter	794	792	182	101	309	109	48	152	199	198	7
2nd quarter	822	821	187	107	319	106	47	165	195	194	11
3rd quarter	817	817	181	102	322	106	47	169	201	200	10
4th quarter	846	845	177	106	334	103	48	183	216	216	14
1972 January	844	843	188	97	318	103	49	166	235	235	11
February	887	887	201	98	339	107	51	180	238	238	7
March	915	915	195	94	335	102	55	179	250	250	10
1971 4th quarter	846	845	177	106	334	103	48	183	216	216	14
1972 1st quarter	882	881	195	107	330	104	52	175	241	241	9

§ See note 1(b).

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TABLE 13. IMPORTS: AREAS§
(Overseas trade statistics basis)

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft etc.	Sterling Area *** Total	Australia	New Zealand	India	Western Europe Total	EEC	EFTA	North America Total	Excluding US military aircraft etc.	USA and Deps. Total	Excluding US military aircraft etc.	Canada	Latin America	Soviet Union and Eastern Europe	Rest of World ***
1971 1st quarter	794	792	193	24	16	10	315	170	128	161	160	110	109	49	24	31	76
2nd quarter	822	821	219	26	19	9	316	171	128	147	146	91	90	57	26	29	85
3rd quarter	817	817	219	20	21	10	322	182	125	137	136	86	86	52	26	27	82
4th quarter	845	845	217	23	17	9	342	185	142	133	133	78	78	55	31	30	91
1972 January	844	843	197	19	16	6	357	199	139	152	152	101	100	48	28	25	83
February	887	887	224	20	30	9	365	193	152	158	158	105	105	52	27	25	87
March	915	915	215	23	23	8	386	214	154	161	161	109	109	50	26	41	88
1971 4th quarter	845	845	217	23	17	9	342	185	142	133	133	78	78	55	31	30	91
1972 1st quarter	882	881	212	21	23	8	369	202	148	157	157	105	105	50	27	30	86

§See note 1(b)
***See note 1(f)

TABLE 14. IMPORTS: MATERIALS AND FUELS
(Overseas trade statistics basis)
Quarters or quarterly averages

Seasonally adjusted figures are in brackets

Percentage increase on a year earlier in italics

£ million cif

	Jan.-Sept. 1971	4th quarter 1971	1st quarter 1972
CRUDE MATERIALS	292.2 *– 5* [294]	286.9 *–15* [281]	278.6 *– 4* [287]
Oil seeds, oil nuts and oil kernels	9.1 *– 7* [10]	10.9 *–12* [9]	9.3 *6* [10]
Wood, lumber and cork	60.9 *12* [62]	62.3 *–16* [58]	47.6 *– 4* [67]
Sawn softwood	49.0 *15*	50.8 *–16*	36.7 *– 6*
Th. cub. metres	1,983 *9*	2,040 *–18*	1,479 *– 7*
Woodpulp	40.2 *–16*	40.9 *–23*	41.2 *3*
Th. met. tonnes	591 *–25*	627 *–22*	648 *8*
Wool and other animal hair and tops	17.2 *–33* [17]	12.2 *–24* [15]	25.8 *43* [21]
Raw wool	14.7 *–33*	10.2 *–22*	21.4 *35*
Th. met. tonnes	41 *–27*	34 *—*	61 *36*
Raw cotton	10.6 *– 8*	9.1 *1*	13.5 *14*
Th. tons	37 *–16*	29 *– 9*	42 *– 2*
Metalliferous ores and scrap	81.3 *– 4*	74.4 *–19*	61.8 *–27*
Iron ore	27.9 *11*	24.4 *–21*	17.0 *–42*
Th. met. tonnes	4,531 *– 4*	3,881 *–31*	2,856 *–44*
Hides and skins	17.5 *3*	21.4 *13*	22.5 *23*
Crude rubber	13.6 *– 6*	12.0 *–17*	12.7 *–13*
ANIMAL AND VEGETABLE OILS AND FATS	27.8 *9* [27]	25.6 *7* [27]	23.8 *–15* [24]
CHEMICALS	143.6 *8* [141]	138.0 *– 4* [145]	163.5 *11* [155]
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	490.5 *—* [487]	537.0 *10* [548]	541.3 *16* [524]
Wood manufactures	27.8 *4*	30.5 *7*	34.0 *19*
Newsprint, paper and board	62.9 *9*	68.2 *17*	74.5 *20*
Cotton yarns and fabrics	18.8 *29*	22.3 *23*	21.2 *2*
Other textile manufactures	60.5 *31*	65.0 *16*	68.8 *16*
Pearls, diamonds and precious stones	91.6 *14*	129.1 *73*	106.8 *68*
Iron and steel	50.5 *–10*	55.1 *—*	58.0 *2*
Th. met. tonnes	571 *–16*	737 *16*	948 *57*
Non-ferrous metals	118.0 *–24*	106.5 *–25*	109.3 *– 7*
Silver bullion	6.5 *–18*	2.0 *–85*	2.1 *–69*
Copper	47.5 *–36*	45.0 *–25*	50.0 *11*
Th. met. tonnes	101 *– 9*	103 *–16*	118 *16*
Aluminium	25.1 *–22*	25.7 *–22*	25.1 *–11*
TOTAL INDUSTRIAL MATERIALS†	954.0 *—* [949]	987.6 *– 1* [1,001]	1,007.2 *8* [991]
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	310.6 *35* [311]	317.6 *25* [317]	339.5 *6* [322]
Crude petroleum and partly refined	234.0 *34*	255.9 *36*	251.2 *13*
Th. tons	26,610 *6*	28,135 *9*	28,562 *5*
Petroleum products	57.8 *19*	45.9 *–20*	55.2 *–28*
Th. tons	5,059 *5*	3,902 *–28*	5,310 *–25*
Coal, coke and briquettes	12.4	10.1	25.1 *79*

† Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by material.

TABLE 15. IMPORTS: FINISHED MANUFACTURES
(Overseas trade statistics basis)
Quarters or quarterly averages

Seasonally adjusted figures are in brackets

Percentage increase on a year earlier in italics

£ million cif

	Jan.-Sept. 1971	4th quarter 1971	1st quarter 1972
CONSUMER GOODS†	181.9 *43*	213.2 *38*	253.7 *50*
Cars and motor cycles	41.9 *105*	55.6 *91*	83.6 107
Other durable goods	46.2 *40*	59.9 *31*	61.0 *53*
Works of art	13.7 *—*	14.8 *13*	12.9 *– 6*
Clothing and footwear	57.4 *39*	60.7 *31*	71.8 *30*
Other consumer goods	22.7 *22*	22.1 *11*	24.5 *21*
OTHER MAINLY CAPITAL GOODS	412.1 *9*	437.0 *8*	482.0 *13*
Machinery	274.8 *4*	292.2 *– 2*	313.5 *9*
Aircraft and aircraft engines	55.5 *36*	47.7 *63*	65.4 *3*
Ships and boats	7.9 *–15*	17.1 *358*	12.7 *191*
Instruments	28.0 *16*	26.6 *7*	25.8 *8*
Other	45.9 *18*	53.4 *10*	61.8 *43*
TOTAL FINISHED MANUFACTURES‡	594.0 *18*	650.2 *16*	735.7 *23*
(§)	[595]	[648]	[724]
(‖)	[591]	[648]	[723]

†Goods covered by headings in the Overseas Trade Statistics believed to include mainly consumer goods.
‡SITC (Revised) sections 7 and 8.
(§) Including US military aircraft, etc.
(‖) Excluding US military aircraft, etc.

(continued on next page)

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

TABLE 16. IMPORTS BY AREAS AND COUNTRIES
(Overseas trade statistics basis)
Quarters or quarterly averages

Seasonally adjusted figures are in brackets
Percentage increase on a year earlier in italics £ million cif

	Jan.-Sept. 1971‡	4th quarter 1971‡	1st quarter 1972‡
STERLING AREA***			
Developed Countries			
Australia	71.5 *9* [70]	62.1 – *3* [68]	64.3 *–14* [62]
New Zealand	60.7 *13* [58]	44.7 *7* [52]	98.5 *33* [70]
Irish Republic	118.8 *44* [120]	150.9 *62* [147]	121.3 *22* [127]
Iceland	2.0 – *2*	3.2 *15*	2.4 *14*
Republic of South Africa	62.7 – *7* [61]	53.1 – *6* [60]	63.5 *34* [60]
Developing Countries			
Cyprus	6.2 *10*	4.3 *21*	3.9 *17*
Jamaica	9.5 *23*	5.9 *38*	7.8 *–26*
Trinidad	6.2 *16*	2.2 *–38*	5.5 *–14*
India	27.0 *14* [28]	30.2 *–12* [26]	24.8 *–18* [24]
Pakistan	8.4 *1*	8.8 *–15*	6.5 *–31*
Ceylon	7.6 *–23*	6.4 – *5*	5.1 *–31*
Malaysia	10.8 – *7*	10.4 *–11*	12.8 *20*
Singapore	9.0 *12*	10.4 *12*	8.1 *–17*
Hong Kong	40.3 *28*	44.1 *29*	44.4 *16*
Sierra Leone	6.4 *–26*	7.6 *40*	9.5 *264*
Ghana	9.0 *–13*	5.3 *–33*	7.9 *–24*
Nigeria	34.0 *10*	37.5 *20*	38.9 *28*
South West Africa	5.7 *–18*	6.2 *20*	4.7 *135*
Zambia	15.6 *–41*	10.0 *–55*	14.1 *5*
Tanzania	6.2 *1*	6.1 *12*	5.9 *4*
Kenya	7.8 *20*	6.5 *–12*	7.7 *4*
Mauritius	3.2 *–31*	7.9 – *7*	8.2 *65*
Bahrain, Kuwait, Qatar and Trucial States	74.3 *30*	68.2 *17*	75.0 *4*
Other countries	34.5 —	38.9 *2*	30.6 *–10*
TOTAL STERLING AREA***	637.5 *11* [631]	630.8 *11* [652]	671.3 *10* [638]
NORTH AMERICA			
Canada	156.8 – *7* [158]	167.9 – *6* [165]	141.3 *2* [151]
United States and Dependencies	282.0 – *2*	249.1 *–19*	311.7 – *3*
(§)	[288]	[234]	[315]
(‖)	[285]	[234]	[314]
TOTAL NORTH AMERICA	438.8 – *4*	417.0	453.0 – *2*
(§)	[446]	[399]	[471]
(‖)	[442]	[399]	[470]
WESTERN EUROPE			
Finland	51.5 *9*	60.4 *13*	58.1 *19*
Sweden	98.0 *12*	113.1 *4*	117.0 *17*
Norway (including Spitzbergen)	48.3 – *1*	56.9 *9*	59.4 *10*
Denmark, Faroe Islands and Greenland	73.4 *9*	82.6 *10*	78.0 *24*
Switzerland and Liechtenstein	55.4 *14*	59.1 *14*	76.9 *29*
Portugal, Azores and Madeira	26.0 *27*	29.0 *15*	25.5 – *5*
Austria	24.8 *34*	27.1 *13*	29.6 *16*
EFTA (excluding Iceland)	377.5 *12* [382]	428.1 *10* [426]	444.4 *18* [443]
Western Germany	156.5 *18*	178.6 *18*	191.7 *22*
Netherlands	123.7 *12*	137.4 *9*	151.3 *17*
Belgium and Luxembourg	55.2 *17*	58.4 *4*	70.4 *22*
France	109.3 *19*	117.0 *26*	145.7 *33*
Italy	72.4 *20*	65.4 – *3*	84.1 *12*
EEC	517.1 *17* [523]	556.8 *13* [556]	643.2 *22* [607]
Greece	3.7 *–26*	5.0 *11*	3.9 *3*
Turkey	3.3 – *9*	5.2 *9*	5.6 *15*
Yugoslavia	4.7 *–18*	4.4 – *3*	9.3 *127*
Spain, Canary Islands and Spanish Ports in North Africa	35.5 *22*	44.2 *15*	49.7 *12*
Other	0.1	0.1	0.2
TOTAL WESTERN EUROPE	941.8 *14* [953]	1,043.7 *11* [1,027]	1,156.4 *20* [1,107]

‡ From 1970, items valued at less than £50 have not been allocated to specific countries.
(§) Including United States military aircraft, etc.
(‖) Excluding United States military aircraft, etc.
*** See note 1(f).

Notes

1(a) **Trade figures on a Balance of Payments Basis.** The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly Overseas Trade Statistics. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a

TABLE 16 *continued.* IMPORTS BY AREAS AND COUNTRIES
(Overseas trade statistics basis)
Quarters or quarterly averages

Seasonally adjusted figures are in brackets
Percentage increase on a year earlier in italics £ million cif

	Jan.-Sept. 1971‡	4th quarter 1971‡	1st quarter 1972‡
SOVIET UNION AND EASTERN EUROPE			
Soviet Union	48.2 – *2*	60.5 – *3*	36.2 *–13*
Poland	15.3 —	14.0 *–12*	18.4 *22*
Eastern Germany	4.9 *27*	5.0 *9*	4.8 – *4*
Hungary	2.2 *–19*	2.6 *8*	2.6 *18*
Czechoslovakia	6.5 *18*	6.4 – *9*	8.0 *19*
Romania	5.5 – *5*	4.8 *–17*	5.8 *21*
Other countries	2.1 *19*	2.0 *–35*	1.7 *–38*
TOTAL SOVIET UNION AND EASTERN EUROPE	84.7 — [87]	95.3 – *6* [90]	77.4 – *1* [90]
LATIN AMERICA			
Cuba	1.0 *–26*	2.5 *57*	2.0 *18*
Mexico	1.8 *12*	1.6 *13*	1.7 —
Colombia	1.8 *–31*	0.3 *–76*	2.3 *188*
Venezuela	17.1 *35*	25.1 *97*	14.6 – *5*
Peru	3.9 *3*	4.8 *23*	3.4 *64*
Brazil	17.4 *6*	17.6 *31*	17.8 – *6*
Chile	12.1 *–28*	12.4 *–12*	12.8 *18*
Bolivia	4.4 *–40*	2.7 *–57*	4.7 *–29*
Uruguay	1.7 *–27*	1.4 – *4*	2.3 *9*
Argentina Republic	13.9 *–21*	15.2 *25*	18.6 *78*
Other Countries	2.1 – *7*	2.3 *15*	2.5 *28*
TOTAL LATIN AMERICA	77.3 – *9* [75]	86.0 *22* [92]	82.6 *14* [81]
REST OF THE WORLD			
Netherlands Dependencies	4.4 *22*	3.9 *33*	3.4 *–11*
Portuguese Dependencies	2.9 *–30*	1.5 *–35*	2.9 *4*
Iraq	9.3 *164*	8.8 *9*	10.0 *–20*
Iran	25.8 *37*	32.2 *61*	21.9 *–28*
Israel	13.9 *14*	11.9 *46*	22.2 *15*
Arab Republic of Egypt	4.7 *81*	1.8 *–41*	3.1 *–19*
Saudi Arabia	41.1 *69*	49.4 *56*	48.3 *35*
Sudan	1.7 *–17*	1.5 *1*	1.4 *–37*
Algeria	4.4 *–12*	3.9 *–38*	4.0 *–37*
Libya	48.5 *17*	46.2 *9*	45.2 *2*
Morocco	3.9 —	4.0 *–14*	4.1 – *6*
Republic of Zaire	4.2 *–12*	6.0 *36*	4.4 *13*
Thailand	1.6 *21*	1.8 *26*	2.5 *67*
China	7.6 – *8*	8.7 *3*	7.6 *3*
Japan	47.1 *51*	60.1 *46*	66.1 *44*
Philippines	1.7 *16*	0.9 *–72*	1.0 *28*
Other countries	22.7 *10*	21.4 *–11*	23.6 *9*
TOTAL REST OF THE WORLD***	245.6 *30* [243]	264.0 *24* [272]	271.5 *10* [259]
TOTAL NON-STERLING AREA	1,788.2 *9*	1,906.0 *5*	2,040.9 *12*
(§)	[1,804]	[1,880]	[2,008]
(‖)	[1,800]	[1,880]	[2,007]
LOW VALUE ITEMS‡	4.9	5.2	4.9
TOTAL ALL COUNTIRES	2,430.6 *9*	2,542.0 *7*	2,717.1 12
(§)	[2,432]	[2,537]	[2,645]
(‖)	[2,429]	[2,536]	[2,644]

‡ From 1970 items valued at less than £50 have not been allocated to specific countries and areas.
(§) Including United States military aircraft, etc.
(‖) Excluding United States military aircraft, etc.
*** See note 1(f).

balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', 'United Kingdom Balance of Payments 1971' (Table 7 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in the tables are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) **Visible Balance.** The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1(d) **Trends.** Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) **Recording of Exports.** The new system for the documentation of exports to ensure their full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry*, August 19, 1971).

The results so far available of sample checks on goods shipped show that in November and December the new scheme achieved an appreciable reduction in under-recording though the shortfall had not entirely disappeared.

This assessment of the operation of the new scheme is based on a matching of export documents with a sample of ships and aircraft manifests. Queries about export consignments which appeared on the manifests as being shipped but for which no documents could be traced were followed up in visits by Customs Officers to exporters or agents to investigate the reasons for the apparent non-receipt of export documents.

These visits, which began in January, are being continued as part of the regular monitoring procedure and it is hoped that this procedure will result in further improvement in the standard of recording.

The amounts involved in the shortfall in recording which remained in November and December are estimated to be small and, at the moment, no alteration is being made to the figures already published for these months for which it was provisionally assumed that recording was virtually complete. Nor is it proposed, in view of the likelihood of improvements in the level of recording this year (partly as exporters adapt their systems more completely to the new scheme, partly through the effect of visits by Customs Officers), to depart from this provisional assumption of virtually complete recording since the beginning of this year. These provisional assumptions are being kept under review in the light of the continuing checks and should it subsequently appear necessary, adjustments will be made to the figures already published.

The speeding-up in the submission of documents, associated with the introduction of the new recording scheme, did not continue further in March, and no adjustment is therefore necessary for this aspect.

Adjustment to the figures for earlier months for factors affecting recording are shown in Table 2 and explained in the notes given in previous articles.

1(f) **Libya and the sterling area.** In December 1971 Libya left the sterling area. In consequence, details of trade with Libya, both for this year and for all earlier periods, have been excluded from the sterling area and included with the series headed 'Rest of the World' in the tables.

2 Detailed particulars of United Kingdom imports and exports were published on April 28 † and further analysis of the figures will be found in Tables 124 to 143 in the Monthly Digest for June ‡, due to be published in the second week of July.

† Overseas Trade Statistics of the United Kingdom, March 1972, published by HMSO, price £1.85 (annual subscription £25.05).
‡ Monthly Digest of Statistics, published by HMSO, price 60p (annual subscription £7.75.)

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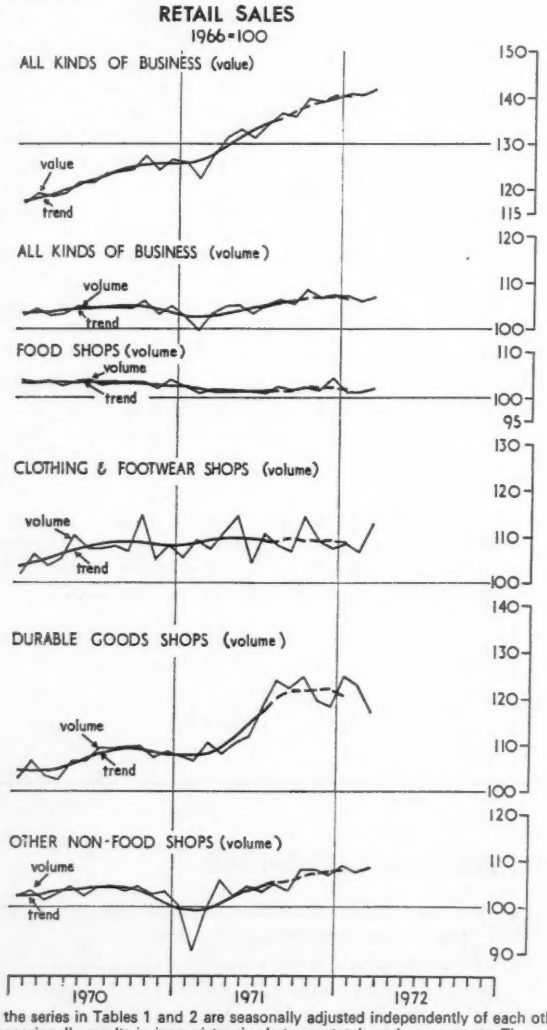
Retail trade in March

THE seasonally adjusted index of the volume of retail trade in March is 106.8 (1966 = 100), somewhat above the figure for February but in line with the levels in November, December and January.

The allowance for the effect of the Easter holiday in the seasonal adjustment of the March figure is particularly uncertain this year since the holiday period was split between the March and April trading periods for the first time since 1961. Interpretation is also made more difficult by the possibility of some making good of sales lost in February as a result of the power cuts, and by the uncertain net effect of the Budget (which fell about two-thirds of the way through the March period) on sales in March as a whole—in particular by durable goods shops. Figures for at least another month will be needed before any conclusions can be drawn about the current trend of sales.

In the first quarter as a whole the volume of total sales was over ½ per cent less than in the fourth quarter of 1971. Sales by food shops were 1½ per cent less and sales by clothing and footwear shops 1 per cent less, but sales by durable goods shops maintained their earlier high level and sales by other non-food shops increased by 1 per cent.



All the series in Tables 1 and 2 are seasonally adjusted independently of each other: this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value (which are affected by price movements, including changes in purchase tax) and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by March 1972 sales was the five weeks from February 27, 1972 to April 1, 1972, the corresponding period in 1971 was from February 28, 1971 to April 3, 1971.

(†) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(‡) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966=100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101.4	101.2	101.5	100	103	102
1968	103.6	102.1	104.8	104	108	104
1969	103.0	103.1	102.9	104	104	102
1970	104.2	103.3	105.0	107	107	103
1971	104.8	101.9	107.1	109	115	103
1970 2nd quarter	104.2	103.4	104.9	107	105	103
3rd quarter	104.6	103.1	105.9	107	109	104
4th quarter	104.7	103.1	106.0	109	109	104
1971 1st quarter	102.0	101.8	102.1	107	108	97
2nd quarter	104.4	101.4	107.0	109	110	104
3rd quarter	105.5	101.7	108.7	108	121	104
4th quarter	107.4	102.8	110.7	110	121	108
1972 1st quarter	106.6	101.4	111.2	109	121	108
1971 July	105.1	101.0	108.4	111	118	104
August	106.2	102.2	109.6	108	124	105
September*	105.3	101.8	108.1	107	122	104
October	108.4	102.2	113.0	114	125	108
November	106.8	101.8	110.5	109	120	108
December*	107.1	104.1	109.1	107	118	107
1972 January	107.0	101.1	112.2	108	125	109
February	106.0	101.1	110.6	106	123	108
March*	106.8	101.8	111.0	112	117	108
1971 Oct.-Dec	107.4	102.8	110.7	110	121	108
1972 Jan.-March	106.6	101.4	111.2	109	121	108
Percentage increase	*−0.7*	*−1.4*	*0.5*	*−1*	—	*1*

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103.0	103.0	102.9	102	104	103
1968	109.2	108.0	110.2	107	113	111
1969	114.3	115.3	113.5	112	113	115
1970	122.4	122.2	122.6	121	123	123
1971	133.3	133.0	133.5	132	140	132
1970 2nd quarter	121.0	120.9	121.3	121	120	122
3rd quarter	123.9	123.3	124.6	122	127	125
4th quarter	126.2	125.3	127.0	127	128	127
1971 1st quarter	125.7	126.9	124.5	127	130	122
2nd quarter	132.0	131.3	132.8	132	134	132
3rd quarter	135.7	135.1	136.3	132	149	134
4th quarter	139.7	138.7	140.5	136	148	140
1972 1st quarter	141.0	139.3	142.6	138	149	142
1971 July	134.4	133.3	135.4	134	144	133
August	136.7	135.8	137.6	132	152	136
September*	136.0	135.9	136.1	131	150	134
October	139.9	136.8	142.3	141	152	140
November	139.3	137.7	140.3	136	148	140
December*	139.9	141.0	139.2	134	146	140
1972 January	140.8	138.4	143.0	136	154	143
February	140.4	139.1	141.7	134	151	142
March*	141.7	140.1	143.1	143	145	143
1971 Oct.-Dec.	139.7	138.7	140.5	136	148	140
1972 Jan.-March	141.0	139.3	142.6	138	149	142
Percentage increase	*0.9*	*0.4*	*1.5*	*1*	*1*	*2*

Hire purchase and other instalment credit business in March

NEW instalment credit advanced by finance houses and retailers amounted to £185 million in March in seasonally adjusted terms, bringing the total for the first quarter to £561 million. This was 2 per cent less than in the fourth quarter of 1971, the reduction being in lending by finance houses. Lending by retailers showed a small increase of 1 per cent between the two periods.

Total sales by retailers on instalment credit terms were unchanged between the fourth quarter of last year and the first quarter of this year, though somewhat less in March than in January or February. Sales by department stores were 6 per cent up compared with the fourth quarter level: 'other instalment credit retailers' (mainly mail order houses) showed a smaller increase and durable goods shops a small reduction.

Instalment debt owing to finance houses and retailers increased by £35 million during March and by £85 million during the quarter as a whole, compared with increases of £108 million and £99 million in the third and fourth quarters of 1971. At the end of March the total debt outstanding was 23 per cent more than a year earlier.

TABLE 1. HIRE PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1968	1,600	43	769	26	831	17
1969	1,517	−19	701	−21	816	2
1970	1,716	87	822	58	894	29
1971	2,001	244	990	165	1,011	79
1970 1st quarter	403	12	187	6	216	6
2nd quarter	423	26	204	18	219	8
3rd quarter	438	20	211	11	227	9
4th quarter	452	29	220	23	232	6
1971 1st quarter	407	4	211	19	196	−15
2nd quarter	452	33	210	8	242	25
3rd quarter	570	108	289	73	281	35
4th quarter	572	99	280	65	292	34
1972 1st quarter	561	85	267	54	294	31
1971 July	163	10	77	8	86	2
August	206	54	104	34	102	20
September	201	44	108	31	93	13
October	188	39	88	25	100	14
November	198	33	98	17	100	16
December	186	27	94	23	92	4
1972 January	192	35	89	19	103	16
February	184	15	86	11	98	4
March	185	35	92	24	93	11
1971 Oct.-Dec.	572	99	280	65	292	34
1972 Jan.-Mar.	561	85	267	54	294	31
Percentage increase	*−2*		*−5*		*1*	
Debt outstanding at December 31, 1971 (unadjusted)	—	1,628	—	1,010	—	618

† Direct business only; ie excluding agreements block discounted with finance houses by retailers.
‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

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TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1968	110	108	112	111
1969	109	100	114	114
1970	119	112	123	124
1971	132	139	145	126
1970 1st quarter	114	108	113	118
2nd quarter	118	112	123	122
3rd quarter	122	115	130	126
4th quarter	124	115	128	130
1971 1st quarter	107	121	133	95
2nd quarter	129	119	139	135
3rd quarter	144	160	156	132
4th quarter	148	158	151	141
1972 1st quarter	148	155	161	142
1971 July	134	140	143	129
August	155	172	164	143
September*	143	166	161	125
October	153	162	160	146
November	152	157	157	149
December*	140	155	140	131
1972 January	155	160	166	151
February	149	155	158	143
March*	142	151	159	133
1971 Oct.-Dec. Av.	148	157	151	141
1972 Jan.-Mar. Av.	148	155	161	142
Percentage increase	—	*−1*	*6*	*1*

† Durable goods shops, department stores and 'other instalment credit retailers'.
‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.
§ Excluding sales against checks issued by other organisations.
The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by March 1972 sales was the five weeks from February 27, 1972 to April 1, 1972. The corresponding period in 1971 was from February 28, 1971 to April 3, 1971.

The British Chamber of Commerce France (Inc.) celebrated its centenary on April 26 when members of the Chamber and French businessmen were the guests of Mr. David H. Goodchild, President of the Chamber. The French Government was represented by Mr. R. Georges Dickson, State Secretary for Commerce. During the reception the Comité de l'Elite Européenne presented Mr. Goodchild with the Diplome de l'Elite Européenne. Presenting the diploma, Mr. Bernard de Malherbe, the President of the Comité de l'Elite Européenne, recalled the foundation of the Chamber in 1872 when the agenda of the first meeting dealt with free trade, the decimal system and the Channel Tunnel. Left to right: Mr. Goodchild; Mr. J. Lafontan, Secretary-General of the Comité; Mr. de Malherbe; Mr. S. J. Vaissiere, Vice-President of the Comité; Mr. Dickson.

Deliveries and orders in the engineering industries: background of the new monthly inquiry

Introduction

THE *Board of Trade Journal* of May 8, 1959 contained an article introducing 'A new scheme of engineering statistics'. This new scheme formed part of the programme of improvement in the country's economic statistics which was outlined by the then Chancellor of the Exchequer, Mr. Harold Macmillan in the House of Commons on August 1, 1956.

Now, as a part of the current development of industrial statistics (see the article by D. B. Mitchell in *Trade and Industry*, April 28, 1971, p. 169) a review has resulted in a redesign of the inquiry surveying the economic activity of the engineering industries. The first period to be covered by this new inquiry was January 1972.

The following paragraphs outline the main characteristics of the old inquiry, the study of its performance, and the new inquiry which has replaced it.

The comprehensive engineering inquiry (1958-71)

The comprehensive engineering (KS/Eng) inquiry was introduced in 1958 by the Board of Trade. The full quarterly inquiry and monthly sample inquiry provided a means of obtaining comprehensive and timely indicators of changes in output and orders for the very important mechanical and electrical engineering sectors of industry (representing at present 16.8 per cent of the total weight in the current index of industrial production and 22.4 per cent of the total weight of all manufacturing industry).

The data derived from the comprehensive engineering inquiry formed the basis for the following series:

(*a*) Index numbers of the volume of orders and deliveries (c.f. *Trade and Industry*, May 4, 1972, p. 201).
(*b*) Input to the index of industrial production produced by the Central Statistical Office (cf *Trade and Industry*, April 27, p. 159).
(*c*) Provision of value figures, published by the CSO in the *Monthly Digest of Statistics*.

The inquiry was product-based and for each commodity heading four figures were collected from each respondent. These were:

Deliveries, total and export.

Orders-on-hand, total and export.

A working day correction factor was incorporated into the calculations for the index of industrial production and the quarterly calculations for the index of deliveries. Price deflation and adjustments for seasonal factors were also applied.

A further aspect of the problem lay (and indeed still lies) in the fact that, although firms were asked to reply promptly, the first provisional monthly index numbers were needed when sometimes only about half of the returns had been received.

Estimation for non-response was carried out by means of a simple ratio estimator. Information relating to the current period was linked to comparable information (ie in terms of matched pairs of respondents) for an earlier period so that a ratio or percentage change could be produced for each industry and each SIC Order.

Study of the performance of the inquiry

Until the end of 1968 the index numbers appeared to be relatively stable. During 1969, however, they began to display an unusual volatility and proneness in the early estimates to appreciable revision. With hindsight it appeared that a good deal of this volatility arose from two operational changes introduced at the beginning of 1969—a revised inquiry form resulting from the 1968 revision to the Standard Industrial Classification, and the teething troubles associated with the transfer of the data processing to a new computer system. Nevertheless, the behaviour of the index numbers suggested the need for a more fundamental examination of the system from the statistical point of view. The statistical examination was conducted during the latter half of 1970 and early 1971 by the Department of Trade and Industry with members of the Department of Economics and Statistics at Edinburgh University acting as consultants, and with the help of the CSO. The conclusions of the study were taken into account in designing the new inquiry and deriving the resulting statistics.

The new inquiry

The development of a new monthly inquiry into the engineering industries has to be seen in the context of the new look being given to official industrial statistics as a whole. The former system of quinquennial censuses supplemented by an incomplete collection of short period inquiries is in the process of being replaced by a comprehensive range of related quarterly inquiries supplemented by annual and less frequent inquiries. The existence of these quarterly inquiries in the engineering industries enables the new inquiry replacing the former comprehensive engineering inquiry to dispense with its own quarterly component.

The questionnaire for the new monthly inquiry is much simpler than that for the previous one. Leaving aside the identifying questions, four cells only (sales, total and export; orders on hand, total and export) replace the page of commodity-group rows on the old form. Further, one form suffices for the three SIC Orders instead of two types as before, as no product detail is to be collected.

To make the situation easier for the respondent and to obtain consistency between the monthly and quarterly figures, it was decided that the figure asked for on the monthly inquiry form should correspond to the total on the quarterly form. Therefore there is a change from deliveries to sales between the old and the new monthly inquiries. The notes on the new questionnaire define sales as deliveries on sale and specifically include, in addition, sales of waste products, residues, etc.; receipts from work done and services rendered to other organisations; and sales of merchanted goods. These additional receipts were excluded from the product deliveries totals in the previous inquiry. Canteen takings are excluded, as they are from the quarterly inquiries.

With the results of the investigation referred to above, to hand, two further decisions were made. The first of these was that the inquiry should be made statutory. It was felt that by this means, the chance of getting useable information as early as possible would be maximised, an important factor in this type of inquiry. Secondly, it was decided to change the sample type to the form known as a cut-off sample. Using the detailed results of the study referred to above, the levels of cut-off for SIC Orders VII and VIII were set at respondents employing 100 and that for SIC Orders IX at respondents employing 200 people.

The indices at the census industry level are derived from imputed totals for the period concerned related to given values for the base period. The index calculation programme on the computer also applies price deflation to the value ratios to give volume indices, and provides adjustment for seasonality, using factors derived from application of the X 11 variant of the Census Method II. A final programme produces trend estimates of these volume indices which are then ready for publication in the new series of Business Monitor which has been created for this purpose. The seasonally adjusted monthly series of deliveries and net new orders show considerable volatility, and it is thought that smoothed indicators of change in the industry in the short period, as given by trend values of the indices, will provide a useful additional series which will also be published in the Business Monitor.

Conclusion

The new monthly inquiry into sales and orders in the engineering industries was introduced in January. A considerable amount of work has gone into selecting the optimum solution to the various problems identified. The changes made, including the selection of a larger, better designed sample; making the inquiry statutory; and the use of a simpler questionnaire; should lead both to earlier response and to improvement in reliability.

The figures derived from the new inquiry are appearing in a new series of Business Monitor, P 113 'Engineering (Volume of Sales and Orders)' which is obtainable from HMSO, PO Box 569, London SE1 9NH post free for a subscription of £1 per annum.

* (An extract from an article in the April issue of *Economic Trends*.)

Northern Ireland index of production

THE provisional index of production for February 1972 is 156. This is 3 points lower than the index for January 1972, and 5 points lower than February 1971.

The index numbers for the main industrial groups with the increase or decrease on February 1971 shown in brackets are: textiles 228 (−9 points), clothing 122 (−7), engineering and metals 110 (−22), food, drink and tobacco 120 (+5), timber and furniture 148 (+4), mineral products 137 (−3), other manufacturing industries 202 (−26), gas, electricity and water 231 (+10).

New companies registered in Northern Ireland

IN the month of March 1972, 21 private companies with a total nominal capital of £81,000 and one public company limited by guarantee not having a share capital were registered in Northern Ireland.

During the period January-March 100 companies with a total nominal capital of just under £604,000 were registered as compared with 71 with a total nominal capital of just under £741,000 registered in the same period in 1971.

Cinema admissions and takings in January

DURING January, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 3.64 million and the weekly average of gross box office takings was £1.32 million. The comparable figures for January 1971 were 4.18 million and £1.36 million respectively.

British Film Fund Agency returns

THE British Film Fund Agency has published the following information for the four weeks ended March 25, 1972.

Distributors' earnings submitted	£	£
High cost films	529,465	
Low cost films:		
Eligible (after multiplying by 2½)	56,501	
Not eligible for 2½ times rental	32,838	
		618,804
Films of less than 3,000 ft. (after multiplying by 2½)		23,789
		642,593
Levy collections paid to Agency by HM Customs and Excise to April 10, 1972, including an estimate of collections approximately covering entertainments for four weeks ended March 25, 1972.		320,000

The fifth interim allocation for the fifteenth distribution period will be at the rate of 43 per cent.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:
- Rubber for December
- Made-up clothing (sales volume indices) for February
- Salt for February.

Quarterly at 37½p a year post free:
- Household textiles and handkerchiefs for third quarter 1971
- Biscuits for fourth quarter 1971
- Wallcoverings for fourth quarter 1971
- Cutlery, spoons, forks, tableware and safety razors for fourth quarter 1971
- Mining machinery for fourth quarter 1971
- Watches and clocks for fourth quarter 1971.

Civil aviation series

Monthly at £1 a year post free:
- Airport activity for February
- Air passengers for February
- Air freight and mail for February.

Service and distributive series

Monthly at £2 each a year post free:
- Food shops for March
- Clothing and footwear shops for March
- Durable goods shops for March
- Miscellaneous non-food shops for March.

A complete list of titles of Business Monitors is published on page 261 of this issue.

United Kingdom official reserves in April

HM TREASURY announce that the United Kingdom official reserves rose by $58 million (£22 million) during April to stand at $7,132 million (£2,737 million) at the end of the month. This was after the transactions in connection with the repayment of the whole of the United Kingdom's outstanding debt to the International Monetary Fund. The funds for these transactions were taken from amounts swapped forward with overseas monetary authorities. The effect of the repayment is to give the United Kingdom, in addition to the official reserves, a reserve position in the IMF of $760 million (£292 million).

Supplement on 'The London Air Traffic Control Centre': correction

IN the chart of Air Traffic Control Movements on page ix of the supplement 'The London Air Traffic Control Centre' (*Trade and Industry*, May 4), the blue and green colours of the two top lines should be interchanged to accord with the figures given in the table on page v.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, May 5, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Danny Jones	BR/E 36107/7/5/77	91	May 1	Cinerama Releasing (UK) Ltd.	The Oakshire Company Ltd.
I Want What I Want	BR/E 36108/7/5/77	106	May 1	Cinerama Releasing (UK) Ltd.	Marayan Productions Ltd.
Running Scared	BR/E 36111/7/5/77	98	May 1	Paramount Pictures (UK) Ltd.	Wigan, Hemmings, O'Toole Ltd.
The Dare Devil Men	BR/E 36118/7/5/77	24	May 4	Paramount Pictures (UK) Ltd.	Wendon Films Ltd.
The Arp Statue	BR/E 36119/7/5/77	61	May 4	Contemporary Films Ltd.	Boom Boom Film Productions Ltd.
Movietone News 2239	BR/E 35900/7/5/77	8	May 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2239A	BR/E 35901/7/5/77	8	May 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Minnie and Moskowitz	F 36109	115	May 1	Rank Film Distributors Ltd.	Universal Pictures and Al Ruban Productions
Plaza Suite	F 36110	114	May 1	Paramount Pictures (UK) Ltd.	Paramount Pictures Corporation
My Old Man's Place	F 36112	103	May 3	Cinerama Releasing (UK) Ltd.	Philip Waxman and Jerome Minskoff
Fools	F 36113	94	May 3	Cinerama Releasing (UK) Ltd.	Robert H. Yamin and Henri Bollinger
Weekend With The Babysitter	F 36114	85	May 3	Rank Film Distributors Ltd.	Dundee Productions Inc.
The Forbin Project	F 36115	88	May 3	Rank Film Distributors Ltd.	Universal International Films Inc.
Antony and Cleopatra	F 36116	151	May 3	Rank Film Distributors Ltd.	Film Transac A.G., Zurich
Forbidden Photos of a Lady Above Suspicion	F 36117	97	May 4	Butcher's Film Distributors Ltd.	P.C.M. Produzioni Cinematografiche Mediterranee, Rome and Trebol Films, Madrid

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Service and Distributive Series. Contains statistics showing movements in turnover of various sectors of retail and catering trades, instalment credit business of retailers and finance houses, and assets and liabilities of finance houses.

Miscellaneous Series. Gives detailed statistics on motor vehicle registrations, cinemas, finance and overseas travel and tourism.

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M=Monthly.
Q=Quarterly. A=Annually.

Production Series.

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Quarterly Monitors cost 37½p p.a.

☐ Complete sets cost £25 (p.a.)

Mining
☐ P57 Salt (M)

Food and drink
☐ P101 Biscuits (Q)
☐ P100 Bread and flour confectionery (Q)
☐ P96 Cocoa, chocolate and sugar confectionery (Q)

Chemicals and allied industries
☐ P19 Colours (Q)
☐ P102 General chemicals (Q)
☐ P66 Organic chemicals (Q)
☐ P18 Paint (Q)
☐ P58 Pesticides and allied products (Q)
☐ P97 Pharmaceutical chemicals and preparations (Q)
☐ P22 Polishes (Q)
☐ P20 Soap and detergents (Q)
☐ P21 Synthetic resins and plastics materials (Q)
☐ P11 Toilet preparations (Q)

Mechanical engineering
☐ P63 Agricultural machinery (Q)
☐ P124 Ball and roller bearings (Q)
☐ P47 Contractors' plant (Q)
☐ P70 Cranes (Q)
☐ P3 Industrial trucks and tractors (Q)
☐ P13 Internal combustion engines (Q)
☐ P27 Mechanical handling plant (Q)
☐ P64 Metal-working machine tools (M)
☐ P76 Numerically controlled metal-working machine tools (Q)
☐ P23 Office machinery (Q)
☐ P28 Refrigerating machinery (Q)

Instrument engineering
☐ P48 Photographic and document copying equipment (Q)
☐ P29 Scientific and industrial instruments and systems (Q)
☐ P49 Watches and clocks (Q)

Electrical engineering
☐ P51 Electric lamps (Q)
☐ P65 Electric light fittings (Q)
☐ P8 Gramophone records (M)
☐ P77 Hearing aids (Q)
☐ P50 Motor control gear (Q)
☐ P78 Radios, television sets and sound reproducing apparatus (M)
☐ P79 Rectifier plant (Q)
☐ P12 Rotating electrical machinery (Q)
☐ P80 Tape recorders (M)
☐ P81 Telecommunications equipment (Q)

Shipbuilding and marine engineering
☐ P82/82A Merchant shipbuilding/ Ships, boats and marine engineering (Q)

Vehicles
☐ P1 Cars and commercial vehicles (M)
☐ P52 Locomotives, railway track equipment, railway carriages, wagons and trams (Q)
☐ P2 Motor cycles and pedal cycles (Q)
☐ P30 Trailers (M)
☐ P42 Wheeled tractors (M)

Metal goods
☐ P32 Cutlery, spoons, forks, tableware and safety razors (Q)
☐ P34 Domestic hollow-ware (Q)
☐ P26 Engineers' tools (Q)
☐ P33 Jewellery (Q)
☐ P84 Metal furniture (Q)
☐ P31 Tools and implements (M)

Textiles
☐ P9 Carpets (Q)
☐ P73 Foam backing, foam laminating and fabric to fabric bonding (M)
☐ P4 Hosiery and other knitted goods (Q)
☐ P108 Jute (Q)
☐ P15 Lace (Q)
☐ P14 Linen (Q)
☐ P10 Narrow fabrics (Q)
☐ P118 Spinning and doubling on cotton and flax systems (Q)
☐ P72 Warp knitting (Q)

Leather, leather goods and fur
☐ P109 Fur (Q)
☐ P105 Leather and fellmongery (Q)
☐ P106 Leather goods (Q)

Clothing and footwear
☐ P94 Corsets and miscellaneous dress industries (Q)
☐ P17 Footwear (Q)
☐ P16 Gloves (Q)
☐ P110 Hats, caps and millinery (Q)
☐ P60 Made-up clothing (sales volume indices) (M)
☐ P90 Men's and boys' tailored outerwear (Q)
☐ P92 Overalls and men's shirts, underwear, etc. (Q)
☐ P89 Weatherproof outerwear (Q)
☐ P93 Women's and girls' light outerwear, lingerie, infants' wear etc. (Q)
☐ P91 Women's and girls' tailored outerwear (Q)

Pottery and glass
☐ P107 Glass (Q)
☐ P6 Pottery (Q)

Timber, furniture etc.
☐ P24 Bedding and soft furnishings (Q)
☐ P37 Imported timber (M)
☐ P99 Miscellaneous wood and cork manufactures (Q)
☐ P85 Shop and office fitting (Q)
☐ P36 Timber (sawmilling etc. and builders' woodwork) (Q)
☐ P38 Wood chipboard (M)
☐ P98 Wooden containers and baskets (Q)
☐ P83 Wooden furniture and upholstery (Q)

Paper, printing and publishing
☐ P67 Boxes, cartons and fibreboard packing cases (Q)
☐ P75 General printing and publishing (Q)
☐ P71 Manufactured stationery (Q)
☐ P87 Miscellaneous manufactures of paper and board (Q)
☐ P68 Miscellaneous packaging products of paper and film (Q)
☐ P69/74 Newspapers and periodicals (Q)
☐ P5 Paper and paper making materials (M)
☐ P86 Wallcoverings (Q)

Other industries
☐ P25 Brushes and brooms (Q)
☐ P45 Miscellaneous stationers' goods (Q)
☐ P88 Musical instruments (Q)

(continued)

☐ P40 Plastics floorcoverings, leathercloth etc. (Q)
☐ P95 Plastics products (Q)
☐ P7 Rubber (M)
☐ P44 Sports equipment (Q)
☐ P43 Toys, games and children's carriages (Q)

Civil Aviation Series.

☐ Complete sets cost £5 p.a.
☐ CA1 Airport activity £1 p.a. (M)
☐ CA2 Air passengers £1 p.a. (M)
☐ CA3 Air freight and mail £1 p.a. (M)
☐ CA4 Airline operations £1 p.a. (M)
☐ CA5 Airline operations £2.50 p.a. (Q)
☐ CA6 Domestic passenger traffic 50p p.a. (Q)
☐ CA7 Air passengers – international and cabotage 37½p p.a. (Q)
☐ CA8 Airline financial statistics 25p p.a. (A)

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☐ SD1 Food shops £2 p.a. (M)
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☐ SD3 Durable goods shops £2 p.a. (M)
☐ SD4 Miscellaneous non-food shops £2 p.a. (M)
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Britain in Denmark: 'more than just a commercial exercise'

From June Doyle, Copenhagen

It could have been just another commercial exercise but the special visit of the Duke and Duchess of Kent, as well as the Hawick Pipe Band, London buses, four Liverpool Bobbies and other personalities, gave a British consumer exhibition and a series of store promotions much of the gaiety and pomp of a traditional British week. The exhibition and store promotions, organised by the Department of Trade and Industry and the British Embassy in Copenhagen during the first week in May, formed a major part of the 1972 British Trade Drive in Denmark. Over 2,000 retail outlets involving department stores, chain stores and speciality shops spread throughout the country, have been taking part with red, white and blue decorated and beflagged displays of British manufactured household articles, food, clothing, carpets, furniture, pottery, toys and garden equipment.

The exhibition, under the title 'Familien England I Forum', held in Copenhagen, was staged as a centrepiece to the store promotions where Danish families could collectively see the kind of British products currently being sold in the shops. But this was no run of the mill household goods event—it was designed to attract Danish families to see for themselves the British way of life. Particular attention was therefore given to the most effective means of doing this. Because of the Danes' love of gardens, a garden was chosen as the central part of the exhibition, making a natural setting for the gardening equipment being shown. From this central feature lanes led off to where each commodity group had its own section. The garden also formed the background for a selection of animated oddities of England's now world famous cartoonist, Rowland Emett. These, together with displays of postage stamps, books, trampoline demonstrations, a children's play area and, of course, a well-stocked British pub, made the exhibition a venue of fun for the whole family to enjoy. It was the first time the DTI had organised an exhibition on these lines but there is no doubt of the success of what the Duchess of Kent referred to in her opening speech as 'This most thorough and imaginative approach to the Danish market'. As one of the Danish journalists, writing enthusiastically about the exhibition said, 'They have taken the trouble to bring a piece of England to Copenhagen'.

The public obviously felt the same way too judging from their enthusiastic response. Attendance on the first three days nearly reached 50,000 and included a second royal visit in the person of Prince Henrik of Denmark who made a point of seeing it all for himself.

Good prior publicity

British business prospects were equally as encouraging. One exhibitor asked for additional signwriting to be done on his stand to incorporate the name of an agent he had signed up within the first two hours of the show. Both Brigadier Newth, chairman of the British Furniture Manufacturers' Export Club, and Mr. R. Woodruff of the British Food Export Council were greatly encouraged by the number of leading articles that had appeared in the Press beforehand. In addition, Mr. Woodruff was delighted with the figure of £25,000 sterling of extra food buying for the store promotions in the town of Aarhus alone. He was even more pleased when, after the first two days of the exhibition, food sales from the stands had topped £3,000 sterling and over 30,000 samplings of tea and soups had been taken. 'All exhibitors are highly satisfied with results both of the public interest and trade business being done so far', was how he summed it up.

After opening the exhibition, the Duke and Duchess of Kent attended a luncheon given in their honour by the British Import Union of Denmark. They later toured the Rødovre Centre, a major shopping complex outside Copenhagen, and went on to visit Jensen Taepper's 'Carpetland', the largest carpet supermarket in Europe where 50 per cent of the stock is British. The Duchess charmed everyone who saw her, especially the children.

The second day of the royal visit was spent in Odense. In the morning the Duke and Duchess, clad in protective headgear, made an extensive tour of the Odense steel shipyard at Lindø. The Lindø yard is one of the largest in the world where tankers of 200,000 tons and more are the order of the day—built mostly with the aid of British equipment.

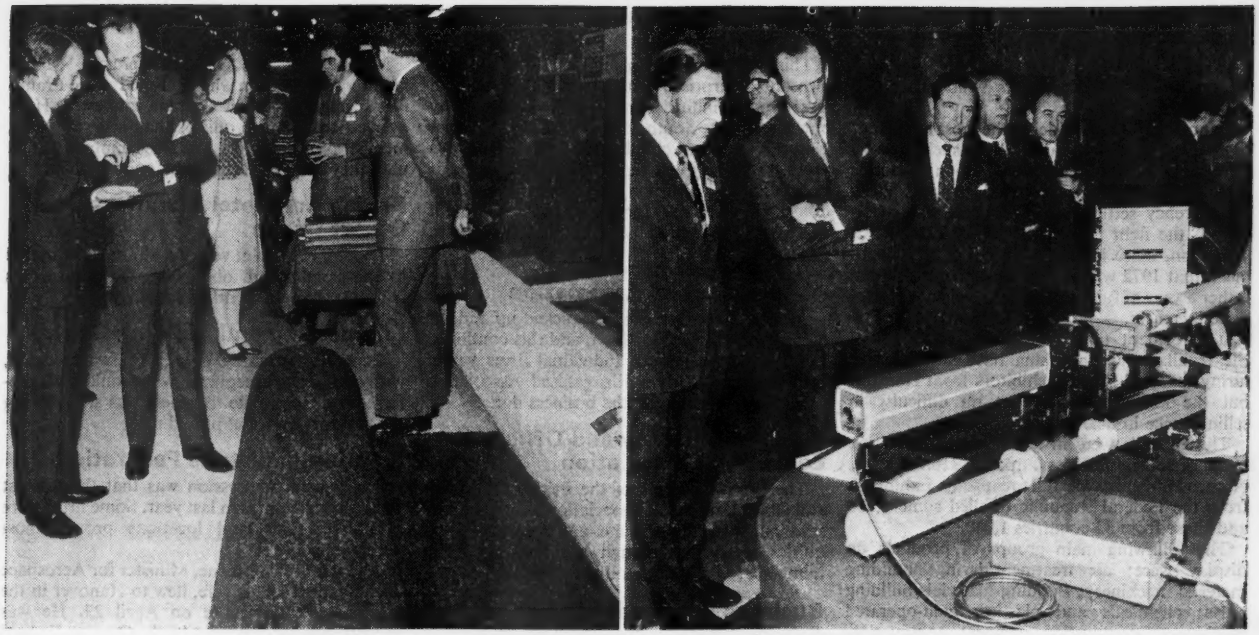
Plenty of admirers

Later the Duke and Duchess walked through part of Odense's shopping streets where special British displays had been set up, before touring the Rosengaard Centre—another large shopping complex. Here, again, the crowds clustered around excitedly to catch a glimpse of the smiling Duchess who, at times was so surrounded by her young admirers that she became completely cut off from the official party. A similar throng crowded her again at the Gentofte supermarket and other shops in Copenhagen the following day.

In addition to the Duke and Duchess of Kent, many other visitors from Britain were working through their own heavy programmes. The four Bobbies, the Pipers, the Royal Marine Band and the crews of the two London buses

(*continued on next page*)

The Duke and Duchess of Kent, in Denmark for the British Trade Drive, are welcomed by the British Ambassador and Mrs. Andrew Stark (left) while the Duchess of Kent (right) opens the exhibition of British consumer goods in Copenhagen.



The Duke and Duchess of Kent during their visit to the Jensen Taepper Carpet Supermarket in the Albertslund, near Copenhagen, where a special promotion of British carpets was held (left) and at the British Engineering Exhibition (right) Dr. J. Gaunt explains the use of lasers in the engineering field to the Duke of Kent.

BRITAIN IN DENMARK

continued

were being kept busy entertaining and talking to the public both inside and outside the exhibition. Miss Elizabeth David, the well-known writer of cookery books, was enthusiastically autographing her books and giving advice in the food section of the exhibition. The Royal Navy added their contribution to the occasion also with the frigates HMS *Bacchante* and HMS *Euryalus* in port. An amateur international soccer team played a representative match against a Danish side and finished with a 2-1 victory.

Britain is certainly going down well in Denmark. Everything from the enthusaistic reception of the royal couple to the firm trade orders being written up at the exhibition spells success.

Distinguished speakers

An important event on the technological side was the seminar and exhibition of British engineering opened by the Duke of Kent in Copenhagen on May 2.

This four-day event was sponsored by the Engineering Industries Association in co-operation with DTI and the British Embassy in Copenhagen.

Among the 13 distinguished speakers were Mr. D. J. Ezra, Chairman of the National Coal Board and a member of the British Overseas Trade Board, Mr. Ieuan Maddock, Chief Scientist of DTI and Professor P. H. Stephenson, Director of the Birniehill Institute.

Twenty-five British companies exhibited products embodying a wide range of new industrial developments and techniques.

● A new line of credit in support of the British Trade Drive in Denmark has been developed by the Midland Bank. (For details see page 268.)

Advertising in *Trade and Industry*

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FASEB once again a shop window for British scientific know-how

From the British Consulate-General, Philadelphia

ELEVEN British companies in a joint venture sponsored by the Scientific Instrument Manufacturers Association of Great Britain and the Department of Trade and Industry displayed a wide range of instrumentation and laboratory equipment at the 56th Annual Meeting of the Federation of American Societies for Experimental Biology, held at Convention Hall, Atlantic City, New Jersey from April 9-14. This was the third successive joint venture at this popular annual event.

Member societies of the Federation are the American Physiological Society, American Society of Biological Chemists, American Society for Pharmacology and Experimental Therapeutics, American Society for Experimental Pathology, American Institute of Nutrition, and the American Association of Immunologists. Eight speakers from Britain read papers at the many meetings held concurrently with the exhibition.

Attendance at over 19,000, was more than double the number of registrants at last year's show held in Chicago. Most visitors, who held at least a Ph.D degree, were members of the Federation. This meant that the highest quality exposure was given to the sophisticated and well accepted range of British products. The British stands this year were strategically positioned in the central part of the newly added West Hall. This, incidentally, now brings the total floor space available to over 350,000 sq. ft. and this year it was occupied by some 430 exhibitors.

More inquiries

Inquiries were by far in excess of those recorded last year and varied up to an overall count by one exhibitor of 500, with a general average per exhibitor in the 300 range over the four and a half days of the event. Of the several requests made by visitors for agency rights, one came from Australia; almost half the group either appointed or were negotiating with additional distributors or dealers before the show ended.

Although not a selling show, a significant amount of business is reported to have resulted. For example, Optro Ltd., of Hornchurch, appointed three new distributors and confirmed some previous agency applications; they had double the number of inquiries received at any FASEB show at which they had exhibited over the last seven years. One request of significance was for supply of 20,000 spectrophotometric cells.

While all exhibitors were highly pleased with the show, and most of the group were by no means newcomers to FASEB, the general opinion was that penetration of the market as related to this show depends on the number of times a firm has exhibited.

While new exhibitors and new products received a steady flow of visitors and inquiries, those known by visitors at previous shows such as the Metals Research Ltd. 'Quantimet' image analysing computer, Joyce Leobl centrifuges, Techne Ltd. heating and temperature control devices, Vickers microscopes, South London Electrical Equipment Co. Ltd. ultra microtome cryostats, Measuring & Scientific Equipment Ltd. ultra-centrifuge 'Centriscan', Electrothermal Engineering Ltd. temperature controlled test chambers, Grant Instruments (Cambridge) Ltd. liquid temperature control instruments, all enjoyed renewed and increased interest. 1973 should see an even larger contingent at this shop window for British quality and know-how.

Quality of inquiries improve at Hanover Fair

From the British Consulate-General, Hanover

THE 26th Hanover Fair, held from April 20-28 gave the overall impression that the quality of inquiries had improved although the quantity had decreased. The lack of visitors on the first two days before the week-end gave cause for much head shaking but thereafter things improved rapidly and by the last day most exhibitors were

(*continued on next page*)

HANOVER FAIR
continued

well satisfied with the results which they had achieved.

Hanover, is still considered the most important Trade Fair in the world, and, as such, acts as an accurate barometer on the German economic climate. The German export industry was hit by the currency settlement last December and although the fight for price stability has not yet been won, there is now a feeling of quiet optimism that 1972 will not produce a recession but rather a year of full employment and less marked price increases.

It is evident that specialised Fairs such as Elektronika and Photokina have succeeded in luring many old-timer exhibitors from Hanover but the Fair authorities has no difficulty in selling space in nearly all the halls.

The 24 halls were in use, with an exhibition space of some 499,724 sq. m.; the 316.963 sq.m. of open air display was full to capacity. Exhibitors from the Federal Republic totalled some 5,558 and those from 32 countries 1,840.

The following main groups of products on display were: air treatment/drying; building material machinery; Building materials/building parts; chemicals and plastics; coin-operated machinery; combustion engines; communications engineering; construction machinery; cutting and welding; electrical engineering: special sections; electrical installation devices and domestic appliances; electric lighting; electric power distribution; electric power production and conversion; electric components/component sub-assemblies; entertainment electronics/audio-visual engineering heating; iron/steel/nonferrous metals; measuring, testing, control and automation; office and data technology; plastics and rubber processing machinery; precision mechanics and optics; refrigeration/air conditioning; surface treatment; tools; transmission and drives; and water treatment.

The opening ceremony, following its usual pattern, was performed by Professor Dr. Karl Schiller, the German Economics and Finance Minister. He went at length to explain that the feared recession had failed to materialise and that the difficulties experienced during the last year could be related to national and international inflation, resulting from re-valuation of currencies.

Britain, as in 1971, had the second largest number of exhibitors with 151 firms exhibiting direct and 97 firms represented. France again leads with some 270 firms, while Switzerland came third with 102 firms. Eleven joint ventures were organised by the Department of Trade and Industry under the sponsorship of the appropriate trade associations.

There were no dramatic success stories to report this year, and the general all-round opinion was that the low ebb of the business cycle should now be over for a large number of branches and that in the second half of the year should give way to moderate expansion.

The trade associations reported as follows:

Electronic Components Centre

Again, a slow start, but brisk business from beginning to the second week. Quality and seriousness of visitors was first class and called for no complaints.

British Internal Combustion Engine Manufacturers' Association

This was the most enthusiastic group of all. They claimed to reap the benefit this year of their previous showing and reported many successes right from the start. Hall 16 does not attract casual sightseers and visitors are serious and of high calibre.

Association of Public Address Engineers

This group, exhibiting for the first time, were pleasantly surprised with the number of high level type of inquiries, not only from Germany but also from South America and Australia. Naturally, no firm could compare with previous years, but all agreed that there would be great opportunities in Europe after the United Kingdom had joined the Common Market andthat it was essential to have taken the preliminary steps.

British Electrical and Allied Manufacturers' Association

After a slow start, business picked up and the quality of inquiries was high, and this continued throughout the period. Individual firms varied in enthusiasm. This well organised Association was quite satisfied with the business done.

British Stationery and Office Equipment Association

The seven members of the British Stationery and Office Equipment Association were generally satisfied with the volume and quality of inquiries received, although a reduction in the number of visitors generally was noted.

Business Equipment Trade Association

The 19 firms on this joint venture recorded mixed results. All expressed considerable satisfaction with their participation with the exception of firms who demonstrated paper handling equipment who reported that buyers appeared to be holding off in anticipation of the DRUPA exhibition which takes place in Düsseldorf this month.

The Export Council for the Jewellery and Giftware Industries

The views of the firms exhibiting under the auspices of the Export Council for the Jewellery and Giftwear Industries were as varied as the products of the manufacturers comprising the group. The companies, which showed at Frankfurt, reported a quiet but satisfactory level of orders and inquiries, whereas the firms, which had reserved the main selling effort for Hanover, were very pleased with the results.

British Ceramic Manufacturers' Federation

Member of the British Ceramic Manufacturers' Federation who exhibited at the Frankfurt spring fair, found German interest at Hanover generally much quieter than last year but a member of buyers from overseas countries waited until they came to Hanover before ordering.

British Art Metal Manufacturers' Export Group

The BAMEX joint venture, although restricted to the small stand, obtained good firm orders from Germany and other countries.

Engineering and Building Centre

Generally speaking every firm was pleased, with one or two exceptions, who would have preferred a different site. Business was slow during the first two days. but picked up.

Lighting Industries Federation

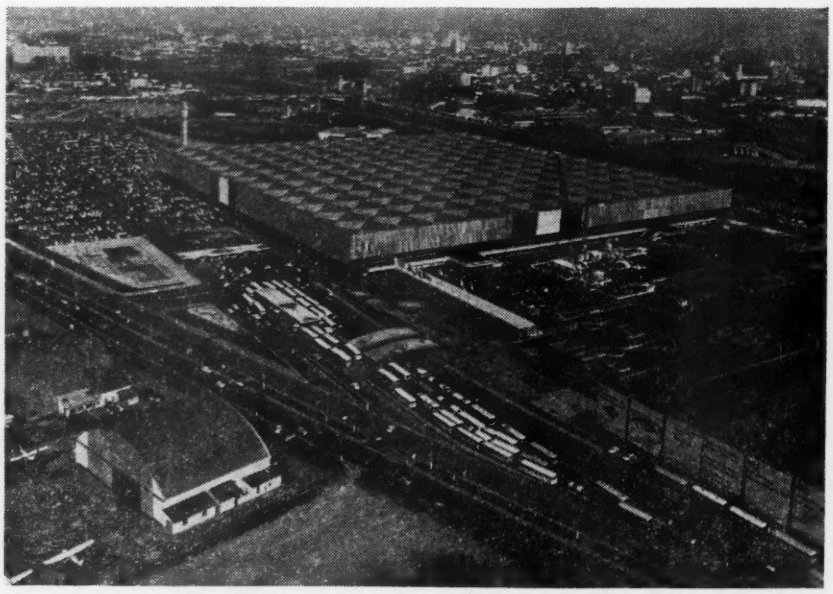
The general impression was that the interest shown was better than last year. Some firms were delighted. The stand locations proved most acceptable.

● Mr. Michael Heseltine, Minister for Aerospace accompanied by his wife, flew to Hanover in the British built Concorde on April 22. He was accompanied on the flight by the German Federal Transport Minister, Herr G. Leber and the Lord Mayor of Bristol. Mr. Heseltine visited all the British exhibitors at the Hanover Air Show and many of those at the Trade Fair.

The next Fair will be held from April 26-May 4, 1973.

Overseas publicity for UK trade fairs

British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions, and welcome posters and brochures from fair organisers. But material must be sent well in advance—at least three clear months ahead of the event—and in sufficient quantity—two or three dozen copies for the representative in each area. A full list of addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*.



This is a view of the site in Sao Paulo where a major all-British Industrial Exhibition will be held in March 1974. The exhibition was announced by Mr. Michael Noble, Minister for Trade, on April 10 in Brasilia, capital of Brazil. Britain SP 74 follows the successful all-British Exhibition held in Sao Paulo in 1969.

Thirty-one British firms exhibited in a joint venture at this year's Frankfurt Fur Fair.

Good EEC business for UK exhibitors at Frankfurt Fur Fair

From the British Consulate-General, Frankfurt

THE Frankfurt International Fur Fair, after having experimented last year with a different timing, reverted this year to its old pattern of opening in mid-week and finishing on a Sunday. This certainly seemed to suit the majority of exhibitors better.

From April 19-23, 452 firms from 25 countries displayed a wide selection of furs, skins, made-up garments, accessories and fur processing machinery. Compared with many of the other fairs held in Frankfurt, the annual Fur Fair is in overall size small—only two of the eight Halls being used for it—but total exhibition space occupied is no measure of its importance and at no other fair is merchandise of such high intrinsic value compressed into such a relatively small area. There can, of course, be no really accurate assessment of the value of goods on display, but an estimate from a fairly reliable source of about DM 150 million could well be near the mark.

Almost one-third of the exhibitors were foreign, those from Britain being well to the fore. Out of a total of 130 firms, 39 were from the United Kingdom, constituting by far the largest foreign group. As on previous occasions the Department of Trade and Industry, together with the British Fur Trade Association, mounted a joint venture in which 31 firms participated. Eight British firms exhibited independently.

At the close a total of about 25,000 trade visitors, of which approximately one-third were foreign had gone through the turnstiles.

The attractively designed and decorated joint venture stands were not ideally situated, but the very satisfactory volume of orders taken, inquiries received and contacts made served to demonstrate so much the more how well the British fur trade is able to compete in world markets.

Trend continued

Garments combining leather in some form (particularly pigskin) with fur were very popular, continuing a trend observed at last year's fair. Extremely good results were achieved by exhibitors of sheepskin and sheepskin garments despite a rise in fur prices. There were so many different types of skins, furs, fur garments and garments combining leather and fur on show that it is difficult to single out any one item as having done better than another; there was certainly something for everyone, and exhibitors were generally pleased with results.

Buyers from EFTA countries were, as usual, well in evidence, although the number of orders taken from the Scandinavian countries tended to be less than on previous occasions. It was encouraging to find that, despite tariff barriers, business with EEC countries is increasing, particularly with the Federal Republic of Germany and with the Netherlands.

Top quality British products displayed at Budapest Ophthalmological show

From the British Embassy, Budapest

MORE than 1,300 ophthalmologists from 43 countries visited Budapest recently to attend the fourth Congress of the European Society of Ophthalmology staged from April 17-21. An exhibition of ophthalmological instruments and equipment was staged to run concurrently with the Congress.

Firms from Switzerland, France, West Germany, and the United States, and also one from India were among those exhibiting from outside eastern Europe, but the strongest representation at the exhibition came from the United Kingdom, with 12 firms taking part in a joint venture sponsored by the Department of Trade and Industry in collaboration with the Guild of British Dispensing Opticians.

The exhibits of the British group of firms demonstrated to the Congress delegates and their associated colleagues of the International and European Societies of Ophthalmologists, the International Anti-Trachoma Organisation and other international scientific societies, as well as to Hungarian industry, prominent Hungarian scientists and ophthalmologists, the results of British research and development in the field of ophthalmological instruments and appliances.

Variety of instruments

Considerable interest was shown on the part of delegates and visitors to the Congress, as well as by industrial interests from Hungary and abroad, in the variety of exhibits displayed. These included specialised surgical instruments and micro-size tools (Dixey Instruments Ltd., Keeler Optical Products Ltd., John Weiss and Son Ltd.); sophisticated visual analysis equipment (Clement Clarke Ltd.); a new inert vapour steriliser (Pickstone Equipment Ltd.); advanced suture techniques (Ethicon Ltd.); machinery for producing hard and soft plastic lenses (G.T. Optics Ltd. and G. Nissel & Co. Ltd.); contact lens soaking cases and pharmaceutical fluids (Contactasol Ltd. and Smith & Nephew (Pharmaceuticals) Ltd.); synoptiscope and synoptiscope slides (Curry & Paxton Ltd.); and a magnetic orbital implant for artificial eyes (W. H. Shakespeare & Sons Ltd.). United Kingdom firms reported making a large number of new contacts from a variety of countries and the level of inquiries received showed encouraging prospects for future business.

British exports of ophthalmological goods to Hungary in 1970 (the last complete year for which figures are available) amounted to some £56,000, or 0.42 per cent of total British exports to Hungary. It is hoped that the European Ophthalmological Congress and Exhibition will serve to improve this figure and extend reciprocal trade, and also promote British exports in this field to other countries whose ophthalmic experts attended the event.

Mr. H. J. Stockwell, Clement Clark Ltd. (right), explaining a point to a Hungarian doctor through an interpreter during the Budapest Ophthalmological Congress and Exhibition.

MISSIONS and TOURS

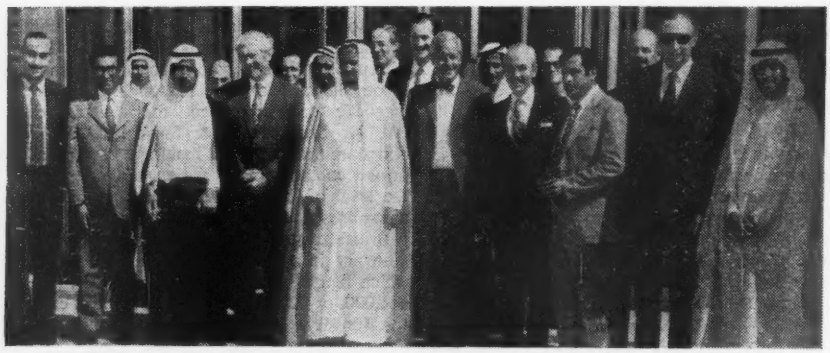
CBI team returns from the Lower Gulf and Oman

BRITISH firms exporting to the Lower Gulf and Oman 'are doing an extremely good job'. So said Sir Arthur Norman, Vice President of the CBI, and Chairman of the De La Rue Co. on his return from leading a CBI sponsored visit to the area. He and his colleagues, Sir Arnold Hall (Chairman of Hawker Siddeley), Mr. R. E. Aldred (Chairman of the Export Group for the Constructional Industries, and of Taylor Woodrow International), and Mr. John Warburton of the CBI, were impressed by what they saw during their 10-day visit. Enormous goodwill exists and complaints against British firms are few—in fact quite the opposite. One British firm is 14 months ahead of its contract completion date.

Sir Arthur emphasised that his visit had not been a selling trip but, nevertheless, the report to be published shortly would show that great opportunities exist for British industry—particularly in projects such as public building and roads, hotels, and port development.

Ideas, as Sir Arthur pointed out, are very much in demand along with the know-how and equipment to bring them to fruition. Competition will be brisk but British firms, with their head start, would do well to continue to visit the area and further traditional trading links.

They 'would be nuts however' Sir Arthur said, if they did not make use of the network of commercial posts at the British Embassies in Bahrain, Abu Dhabi, Qatar, Dubai and Oman. Each area is a specialised market worthy of special attention.



The CBI group outside the Al Ain Palace Hotel following a reception given by Abu Dhabi Chamber of Commerce & Industry. Among the group are Sayyid Ahmad Masoud, President of the Chamber HE Sayyid Muhammad bin Khalifa al Kindi, Minister of Education, and HE the Ambassador, Mr. C. J. Treadwell.

Full programme for food exports

THE current programme of the British Food Export Council includes two inward missions and one outward mission. These three missions, following closely on the recently concluded inward mission from Italy and outward mission to the Far East, show the importance attached by BFEC to this type of activity.

The two inward missions each comprised parties of 10 French and 10 German buyers who were in the United Kingdom for three days and two days respectively. The buyers were of the highest calibre and collectively represented over 18,000 French retail outlets, including 69 hypermarkets, and some 300 German departmental stores. All concerned expressed satisfaction at the contacts made which included a 30 ton confectionery order from Germany for one manufacturer.

The outward mission will be to the United States this month covering 23 days, where visits are being made to six centres, Dallas, Los Angeles, San Francisco, Chicago, Atlanta and New York. By including Dallas, Chicago and Atlanta the mission will be treading new ground in so far that these are centres not normally visited by official groups. At Dallas a joint venture British stand will be taken at the 'Carnival of Foods', a three day event held annually by the local food industry and distributive trade. Headed by the BFEC Director-General, I. S. Harrison, the mission will comprise executives of the following UK food and drink companies: Bendicks of Mayfair, Crosse & Blackwell, William Grant & Sons, Hammond's Sauce, John & Robt. Harvey, Milk Marketing Board, Terry's of York, United Biscuits and Watney Mann.

Sales manager goes to Middle East

MR. Eric H. Etchells, sales manager of Dorman Smith Fuses Ltd., Preston, Lancs, is on a sales tour of the Middle East. His itinerary includes, Libya, Eygpt and the Sudan, where he will introduce the company's range of HRC cartridge fuses, fuse bases and carriers and appoint agents and stockists.

EXPORT ORDERS

Another computer for German university

Brunswick University in West Germany has placed an order worth nearly £1¼ million for a 1906S computer, the largest in International Computers Ltd. 1900 range. The university has been using an ICL 1907 computer system for over five years and this system will be linked with the new 1906S, which is six times more powerful than the 1907. The two central processing units will be linked together by an inter-processor buffer, both having access to a common exchangeable disc store (EDS 60).

Transformers for New Guinea

Two 66 kV transformers worth nearly £25,000 have been ordered from the transformer division of the Aberdare group for use in the electricity distribution system of Papua. The order was obtained from the New Guinea Electricity Commission through South Wales Electric (Australia) Pty., Ltd. the Aberdare group's Australian subsidiary. Scheduled for delivery in 1974, the transformers, which are rated at 7,500k VA, are to be built in the Dewsbury works of Yorkshire Electric Transformer Co. Ltd.

Equipment for Turkish refinery

Alarm annunciation equipment designed and built by Scama Ltd., Bury St. Edmunds, is being supplied to Turkey for installation in a refinery operated there by Mobile Oil. The alarm system, which will cost about £5,000. monitors key plant processes and is based on standard 'Panalarm' Series 50 relay equipment. A shutdown system will be incorporated.

Exporting shirts to Hong Kong

London shirt manufacturers John Langford & Co. Ltd. recently landed their biggest-ever individual export order—from Hong Kong. The order, for several thousand shirts, has been placed by Lane Crawford, a department store in the Colony.

Two drum lines for National Iranian's Tehran refinery

Two complete production lines for the manufacture of 210 qnd 20 litre drums at rates of 300 and 600/hour respectively have been ordered from Moon Brothers Ltd., Birkenhead, for the Tehran refinery of the National Iranian Oil Co. This large order is scheduled for delivery in August.

Egyptian television service buys Q-File electronic memory system

Lighting control for a new Egyptian television studio in Cairo will be achieved by the Thorn Q-File electronic memory system.

Acquisition of this and other recent orders from Germany and the United States, brings accumulative Thorn Q-File sales to well over 40 installations distributed throughout the United Kingdom, Europe, the Middle East and North America.

Total Thorn Q-File export business is now in excess of £½ million.

New Oman switchgear contract

Orders for the control switchboard for the main distribution system have been placed with Aish & Co. Ltd., the electrical engineers of Poole, Dorset, for the former Italian motor vessel 'Resurgence' which is now being fitted out in England as the supply ship to the Sultanate of Oman Navy in the Persian Gulf.

The equipment is being specially designed for operation in tropical conditions. The 1,500 ton vessel, which is being renamed 'Dhofar', is being refitted at the yard of Brooke Marine Ltd. at Lowestoft. Aish & Co. are already manufacturing the control switchboards for three fast patrol vessels for Oman. These switchboards are due for delivery later this year. All three vessels are also being built by Brooke Marine.

Poultry for Peru

Ross Poultry Ltd., Grimsby recently became what is claimed to be the first all-British breeder to sell into the Peruvian table chicken industry. When the company gained a pilot order from a major Peruvian poultry group for 7,000 head of Ross 1 broiler breeding stock. The order follows the massive 117,000 despatch of broiler parents to Chile last December. Scheduled for delivery in August, this contract will eventually lead to more than 1,200 tons of poultry meat for the Peruvian diet.

German oil refinery contract

A 'major export order' for equipment for an extension to the OMW Oil Refinery at Karlsruhe, West Germany has been awarded to the Croydon firm Ambuco Ltd.

The extension to the refinery is being built by the Hague firm, Lummus NV, and the equipment to be supplied by Ambuco will include internal reactor and regenerator cyclones with special abrasive resistant linings; and ancillary equipment including a plenum chamber, diplegs, trickle valves and suspension systems.

External refractory lined cyclones located after the generator and before the C.O. boiler will also be supplied by Ambuco to meet the local statutory requirements for air pollution control. The installation of the equipment will be carried out by Ambuco.

British carpets score in France

The carpets in the first all-French luxury hotel to be built in Paris since 1933, the Hotel PLM St. Jacques on the Boulevard St. Jacques, are all British.

The contract, believed to be the largest single carpet export order won from France by a British manufacturer, was gained for Kingsmead Carpets, a member of the British Carpets division of The Guthrie Corporation, by the division's French associate, British Carpets S.A.

A total of 27,000 square metres of Kingsmead Blenheim, a 100 per cent nylon export quality, are involved. In addition, another British Carpets company, Templeton, has gained the contract for carpeting the hotel's speciality restaurant, the fin de siecle Cafe Francais.

Hong Kong buys British telephone system

An internal telephone system designed by Plessey Telecommunications has been ordered for use in Hong Kong.

A total of 200 Plessey 'Keymaster' 2 + 5 telephone systems, consisting of 1,000 individual telephone instruments, have been ordered by the Hong Kong Telephone Co. for the many small businesses requiring a small push-button internal telephone system with access to external telephone lines.

This latest deal brings the total value of orders received from Hong Kong for the 'Keymaster' system to over £100,000 in 18 months.

Plessey are now bringing into service over 30 'Keymaster' telephone systems a month and delivery of this latest order for Hong Kong is due to begin in June. The sets are manufactured at the company's Beeston (Nottingham) factory.

Plastics to Japan

Ten-pin bowlers in Japan will soon be watching their scores on illuminated fascias created by British plastics 'know-how'. The remarkable achievement of exporting plastics to the Japanese is the result of work by James Lierman (Vacuum Forming) Ltd., Belvedere, Kent, who have developed forming techniques sufficiently to produce the finned fascia required by AMF International Bowling Group, for their most modern bowling installations.

£65,000 lifts deal with Pakistan

The Lift Division of Herbert Morris Ltd., Loughborough, has won an order worth over £65,000 for the supply and installation of high speed duplex lift systems for the Tarbela Dam project, West Pakistan.

Each lift has a capacity of 4,000 lb. and travel of 113 ft. at 200 f.p.m. They will be installed in the powerhouse of the dam, which is sited 40 miles north-west of Rawalpindi on the Indus River.

Auxiliary power for Australian cargo vessels

Two new 7,500 ton d.w. Australian National Line, vehicle/cargo vessels, being built at the State Dockyard, Newcastle, New South Wales, for the carriage of steel products from the new John Lysaght (Australia) Pty. Ltd., steel plant at Westernport, will each incorporate two auxiliary diesel generator sets supplied by Ruston Paxman Diesels Ltd., a GEC company.

Each generator set, comprising a Paxman 12RPHC, 12-cylinder, vee-form diesel coupled to a 450 kW, 1,000 rev/min alternator, is arranged for parallel operation with other shipboard alternators coupled to the vessel's propulsion engines.

Fire extinguishers for Belgium

A large order has been received by Nu-Swift International Ltd., fire extinguisher manufacturers of Elland, Yorks., from their concessionaires in Belgium. Included in the order are 3,400 models in the firm's latest multi-purpose range of extinguishers for different classes of fire risk and for mixed risks, following granting of approval by the Belgian Approval Authorities for the sale of these models in Belgium and Luxembourg. One thousand nine hundred of the extinguishers are of 12 kg (26 lb.) capacity, while 1,200 are 6 kg (13 lb.) and 300 are 3 kg (7 lb.) capacity.

30-storey lift in African bush

Probably one of the most remote high-rise installations ever undertaken is to be supplied by Marryat & Scott Ltd., Hounslow, a member of the Marryat Group. The contract is for two lifts which will carry engineers up and down the side of the new Kamburu Dam now being built in an isolated part of Kenya. They will have a total rise of 283 ft. 9 in.—the equivalent of a 30-storey building.

The contract, which is worth £40,000, has been placed with Marryat East Africa Ltd., the Kenyan subsidiary of Marryat & Scott, by the main contractors for the dam project, Mather & Platt Ltd.

Maltese buy 36 m rubber bands

An order for 11,133,000 rubber bands has been airlifted from Manchester to a manufacturer of babies' plastic pants in Malta. The bands, in two sizes, are used in the waist and legs of the pants.

The rubber bands, 16,000 lb. in weight and £4,000 in value, were made by Rotunda Ltd., Manchester—a BICC company. They were sent to Malta by special charter flight.

The pants maker, pleased by the prompt delivery, has now placed a further order for 25 million bands worth around £9,000.

Export sales for new British tape handlers

Feedback Data Ltd., the Sussex based manufacturers of computer peripherals and data collection systems, has announced that export sales during March to Austria and South Africa for their new range of TH30 tape handlers totalled over £38,000.

Deliveries of the first units also occurred during March from the pilot production programme of 10 units per month.

Visit pays dividends

Round Oak Steel Works Ltd., Brierley Hill is continuing to expand its exports. Following a recent visit to the United States by their export sales manager, orders for large carbon and alloy steel forging quality rounds and billets were obtained valued at over half a million pounds. Also Round Oak recently secured an order worth £17,500 from Shinei Shokai Co. Ltd., Osaka, Japan for the supply of large non-alloy steel square bars.

Chicago offset 'double'

Two overseas orders totalling over £600,000 were recently won by the printing machinery division of Baker Perkins Ltd., Peterborough. These have been placed with the company by Photopress and Total Graphic Communications, both of Chicago. The orders are for Gemini four-colour 'Satellite' web offset presses.

Among the territories on the printing machinery division's order book, in addition to the United States which has proved an especially rewarding market, are contracts from Sweden and South Africa.

Follow-up pipeline contract

Plenty & Son Ltd., Newbury, Berkshire, recently supplied several 42 in. pipeline strainers for IROS in Iran. These are believed to be the largest pipeline filters to have been built in Europe to date.

The order, valued at over £50,000, is the second to be placed with Plenty by IROS.

Hovermarine Transport Ltd. have announced delivery to the Belgian Ministry of Works of an HM.2 Sidewall Hovercraft which is to be operated as a hydrographic survey vessel on the River Scheldt between Antwerp and the river estuary. Hovermarine's marketing director, Mr. Bob Black, advises that during 1972 Hovermarine has bright prospects for exporting craft to a number of foreign markets including Portugal, Italy, Greece, India, Belgium and Brazil.

TRADE INFORMATION

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Denmark: new line of credit in support of British trade drive

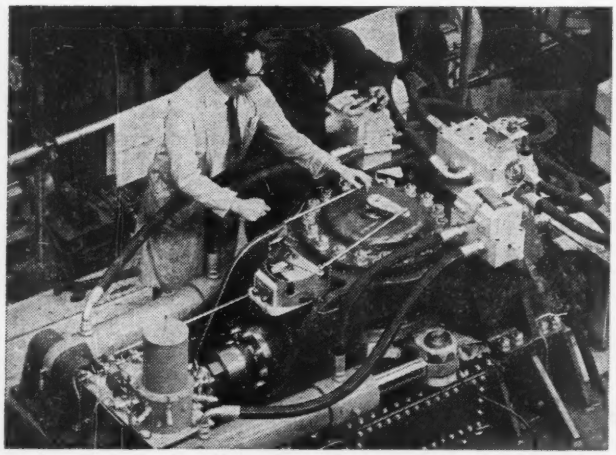
A NEW form of sterling line of credit has been developed by the Midland Bank in order to support the current trade drive in Denmark being organised by the Department of Trade and Industry. Instead of the more usual ECGD-backed line of credit, the Midland Bank has set up a direct arrangement with Den Danske Landmandsbank, one of Denmark's leading banks, which will assume responsibility for payment by Danish buyers of loans provided by the Midland Bank. The line has been established initially for £1 million.

The close co-operation between the Midland Bank and Den Danske Landmandsbank, which has made this new inter-bank line of credit possible, is being continued by the negotiation of a more conventional ECGD-guaranteed line of credit between the two banks.

Further information can be obtained from the Midland Bank Ltd., Export Finance Division, Head Office, Poultry, London EC2P 2BX (tel. 01-606 9911).

Turkey and the USSR

A BILATERAL trade agreement for 1972-3 was signed by Turkey and the USSR on March 15. It envisages trade of $82 million between the two countries. Under the protocol, Turkey will export hazelnuts, tobacco, sultanas, citrus fruit, cotton and a variety of industrial products to the USSR, while importing chemical fertiliser, asbestos, soda, machinery and equipment, blooms and billets. Concurrently with the trade agreement, the parties concluded arrangements for Turkey to export $900,000 worth of commodities (mainly tobacco, hazelnuts, sultanas, citrus fruit, cotton and livestock) to cover repayment of instalments for Soviet assistance in Turkish industrial projects. No further information is available. **CRE ext. 2497**



One of the larger recent Vosper stabiliser orders is for a four-fin set for a new Japanese passenger and vehicle ferry being built by the Koyo Dockyard for the Kanko Kisen company. This ship, which is to operate between Tokyo and Kyushu, is to carry out trials in the Spring of 1973 Picture shows top plate assembly of one of the stabiliser units.

Bulgaria and Turkey

THE Bulgarian press reports that a trade protocol for 1972 between Bulgaria and Turkey was signed in Sofia on March 18. Under the protocol Bulgaria will export to Turkey metal processing machines including lathes, milling machines and shapers; chemicals; electrical appliances and artificial and synthetic fibres. Turkey will export to Bulgaria agricultural products; cotton; legumen; olives; citrus fruits; hazel-nut kernels; dried figs; ore; and some industrial goods. No further information is available. **EDB ext. 466/467/482**

Czechoslovakia and Denmark

A LONG-TERM trade agreement between Czechoslovakia and Denmark was signed in Prague on March 17. The agreement came into force on the date of signature and extends until the end of 1974. Quota levels for 1972 will be decided at a meeting of the Czechoslovak-Danish Mixed Commission to be held in Prague commencing on May 15. Trade between the two countries is running at a fairly low level, on average no more than £15 million per annum with a surplus in Czechoslovakia's favour of approximately £3 million.

EDB ext. 466/467/482

France and Irish Republic

THE French *Moniteur du Commerce International* of April 13 announced that the Trade Agreement of November 10, 1959, between France and the Irish Republic has been extended for the calendar year 1972 and gave details and amounts of the quotas to be imported during this period into France and her Overseas Departments. Details including the commodity lists for 1972 (in French) are available to British exporters on application to Tariff Section, Export Data Branch. **EDB ext. 423/408/288**

St. Lucia Port Authority set up

THE Port Authority Act 1972—Act No. 7 of 1972—passed to establish the St. Lucia Port Authority, sets out the responsibilities of the Authority in regard to, *inter alia*, port dues and other charges, and warehousing. Although much of the Act is concerned with the internal organisation of the Authority it contains information of relevance to British exporters. Loan copies are available.

EDB ext. 474/476/7312

Morocco: telex facilities at Casablanca

THERE is now a telex service at the British Consulate General in Casablanca. The number is Casablanca 22781 M (M signifying Morocco) and the answer back code BRITAIN 22781 M. The telex channel will be open at all times to receive messages.

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TARIFF & TRADE NOTICES

European Communities

COMMON CUSTOMS TARIFF: The *Journal Officiel des Communautés Européennes* No. L81 dated April 5, 1972, contains the text of Regulation (CEE) No. 679/72 relating to the classification of goods falling within the EEC Common Customs Tariff heading or sub-headings 69.09A, 69.11, 69.13B, 69.14A. The French text may be seen on application. **EDB ext. 7174/408**

COMMERCIAL POLICY: RULES OF ORIGIN: The *Journal Officiel des Communautés Européennes* No. L82 dated April 6, 1972, contains the texts of the following Regulation and Decision relating to rules of origin. The French texts may be seen on application.

Regulation (CEE) No. 686/72 concerns the application of Decision No. 2/72 of the Council of Association provided for by the agreement creating an association between the EEC and Tanzania, Uganda, and Kenya.

Decision No. 2/72 of the Council of Association amends Decision No. 1/71 of the Council of Association relating to the definition of the concept of 'products originating' for the purposes of Chapter 1 of the agreement and the methods of administrative co-operation. **EDB ext. 7174/408**

EEC/GREECE ASSOCIATION AGREEMENT: The *Journal Officiel des Communautés Européennes* No. L75 dated March 28, 1972, contains the text of Regulation (CEE) No. 610/72 relating to the application of the provisions adopted within the framework of the association between the EEC and Greece concerning the movement of goods in the manufacture of which products coming from third countries and not in free circulation in the Community or Greece, have been used. The French text may be seen on application. **EDB ext. 7174/408**

HARMONISATION OF LEGISLATION—PUBLIC SUPPLY CONTRACTS: *Trade and Industry* dated March 9, 1972 (page 406), contained a notice about the draft text of a proposed directive relating to the procedures and conditions governing publication in the *Journal Officiel des Communautés Européennes* of notices concerning the award of public works contracts, which appeared in the *Journal Officiel* No. C7 dated January 28, 1972.

The *Journal Officiel* No. C33 dated April 6, 1972, contains a correction to Annex I of the draft text. The draft texts, in French, may be seen on application. **CRE ext. 2354/2355**

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

Sugar. Regulation (CEE) No. 607/72 amends Regulation (CEE) No. 1009/67 setting up a common organisation of the markets in the sugar sector. (*Journal Officiel* No. L75, March 28, 1972)

Regulation (CEE) No. 608/72 lays down the rules to be applied in the sugar sector in the event of considerable price rises on the world market. (*Journal Officiel* No. L75, March 28, 1972)

Oils, fats and oilseeds. Regulation (CEE) No. 644/72 amends Regulation (CEE) No. 911/68 in so far as it concerns the period for the advance fixing of aid for oil seeds. (*Journal Officiel* No. L77, March 30, 1972)

Regulation (CEE) No. 616/72 relates to the procedures for the application of refunds and levies on exports of olive oil. (*Journal Officiel* No. L78, March 31, 1972)

Regulation (CEE) No. 617/72 determines the customs duty applicable to the imports of certain olives. (*Journal Officiel* No. L78, March 31, 1972)

Regulation (CEE) No. 618/72 relates to the characteristics of olive oils as well as certain products containing olive oil. (*Journal Officiel* No. L78, March 31, 1972)

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Cattlemeat, beef and veal. Regulation (CEE) No. 625/72 extends the period of validity of certain import certificates in the beef and veal sector. (*Journal Officiel* No. L76, March 29, 1972)

Regulation (CEE) No. 628/72 relates to the second amendment to Regulation (CEE) No. 1027/68 on the determination of prices of calves and adult bovine animals on the representative markets of the EEC. (*Journal Officiel* L76, March 29, 1972)

Processed agricultural products. Regulation (CEE) No. 609/72 completes Regulation (CEE) No. 1059/69 determining the system of trade applicable to certain goods resulting from the processing of agricultural products. (*Journal Officiel* No. L75, March 28, 1972)

Regulation (CEE) No. 619/72 determines the amounts of the variable elements and the additional duties applicable, during the second quarter of 1972, to imports into the EEC of goods covered by Regulation (CEE) No. 1059/69. (*Journal Officiel* No. L76, March 29, 1972)

Regulation (CEE) No. 732/72 determines the amounts of the corrected variable elements applicable as from April 14, 1972, to imports into the Community of certain goods referred to in Regulation (CEE) No. 1059/69. (*Journal Officiel* No. L86, April 12, 1972)

Fruit and vegetables. Regulation (CEE) No. 645/72 derogates, in so far as it concerns 'Sanguinello' oranges, from Regulation (CEE) No. 193/70 establishing the procedure for giving effect to measures aimed at promoting the marketing of Community oranges and mandarins. (*Journal Officiel* No. L77, March 30, 1972)

Regulation (CEE) No. 721/72 concerns the application of import duty to imports into the EEC of certain varieties of oranges originating in Spain. (*Journal Officiel* L85 dated April 11, 1972)

Regulation (CEE) No. 740/72 establishes a countervailing duty on imports of certain varieties of sweet oranges from Spain. (*Journal Officiel* No. L87, April 13, 1972)

Wine. Regulation (CEE) No. 606/72 amends Regulation (CEE) No. 1599/71 in so far as it concerns the application of additional conditions with which wines imported for direct human consumption have to comply. (*Journal Officiel* No. L75, March 28, 1972)

Live plants and products of the flower-growing industry. Regulation (CEE) No. 687/72 fixes the minimum prices for export to third countries of tubers of begonia, dahlia, gladioli, sinningas and lily bulbs. (*Journal Officiel* No. L82, April 6, 1972)

Regulation (CEE) No. 688/72 amends Regulation (CEE) No. 1767/68 relating to a minimum price system for the export to third countries of bulbs and tubers. (*Journal Officiel* No. L82, April 6, 1972)

Milk and milk products. Regulation (CEE) No. 646/72 relates to the limiting of exports of powdered milk. (*Journal Officiel* No. L79, April 1, 1972)

Regulation (CEE) No. 650/72 amends, in so far as it concerns the description of certain goods, Regulation (CEE) No. 823/68 determining the group of products and the special provisions relating to the calculation of the levies in the milk and milk products sector. (*Journal Officiel* No. L79, April 1, 1972)

Regulation (CEE) No. 673/72 relates to the levying of an export

(continued on next page)

EUROPEAN COMMUNITIES
continued

tax intended to limit the export of powdered skimmed milk. (*Journal Officiel* No. L79, April 1, 1972)

Regulation (CEE) No. 674/72 modifies Regulation (CEE) 757/71 relating to the special procedures concerning the granting of aids for exports of skimmed milk powder and skimmed milk intended for animal feedstuffs. (*Journal Officiel* No. L79 dated April 1, 1972)

Regulation (CEE) No. 675/72 amends Regulation (CEE) No. 1105/68 relating to procedures for granting aids for skimmed milk intended for animal feedstuffs. (*Journal Officiel* No. L79, April 1, 1972)

Regulation (CEE) No. 676/72 establishes a special condition for the payment of an export refund on exports of butter to places other than Zone E. (*Journal Officiel* No. L79, April 1, 1972)

Regulation (CEE) No. 677/72 relates to the levying of an export tax on certain processed agricultural goods, containing powdered skimmed milk, covered by Regulation (CEE) No. 1059/69. (*Journal Officiel* No. L79, April 1, 1972)

Regulation (CEE) No. 715/72 amends Regulation (CEE) No. 2637/70 in so far as it concerns the period of validity of export certificates in the milk and milk products sector. (*Journal Officiel* No. L84, April 8, 1972)

Regulation (CEE) No. 742/72 amends Regulation (CEE) No. 1053/68 in so far as it concerns the certificate for processed cheeses. (*Journal Officiel* No. L87, April 13, 1972) **EDB ext. 7174/408**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972, contained a notice about Regulations (CEE) No 2794/71 and (CEE) No 2798/71 relating to the opening, allocation and administration of Community tariff quotas for the period January 1 to December 31, 1972, for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* Nos C37 dated April 13, 1972, and C42 dated April 28, 1972, contain announcements that the quotas for imports into the EEC of the following goods which were set up under these Regulations have been exhausted. Imports into the EEC of the following products when originating in the countries indicated will attract the full rate of duty from the dates shown.

EEC Common customs tariff no.	Description of goods	Country of origin	Full rate of duty payable with effect from
Regulation (CEE) No 2794/71			
46.03	Basket work, wickerwork and other articles of plaiting materials, made directly to shape, articles made up from goods falling within heading No. 46.01, ot 46.02; articles of loofah	Phillipines	April 14, 1972
69.02	Refractory bricks, blocks, tiles and similar refractory constructional goods, other than goods falling within Heading No. 69.01	Yugoslavia	April 14, 1972
97.03	Other toys; working models of a kind used for recreational purposes	Hong Kong	April 14, 1972
	(*Journal Officiel* No C37 dated April 13, 1972).		
Regulation (CEE) No 2798/71			
60.05	Outergarments and other articles, knitted or crocheted, not elastic nor rubberised A. Outergarments and clothing accessories: ex II other, other than of cotton ex B. other, other than of cotton	South Korea	April 14, 1972
	(*Journal Officiel* No C37 dated April 13, 1972).		
Regulation (CEE) No. 2794/71			
97.05	"Carnival articles; entertainment articles (for example, conjuring tricks and novelty jokes); Christmas tree decorations and similar articles for Christmas festivities for example, artificial Christmas trees, Christmas stockings, imitation yule logs, Nativity scenes and figures therefor).	Hong Kong	April 28, 1972
85.10	Portable electric battery and magneto lamps, other than lamps falling within Heading No 85.09 B. Other	Hong Kong	April 29, 1972
31.05	Other fertilisers: goods of the present chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding 10 kgs: A. Other fertilisers I containing the three fertilizing substances nitrogen, phosphorus and potassium II containing the two fertilising substances nitrogen and phosphorus III containing the two fertilising substances nitrogen and potassium (b) other IV Other B. Goods of the present chapter in tablets, lozenges and similar prepared forms or in packing of a gross weight not exceeding 10 kgs	Yugoslavia	April 30, 1972
	(*Journal Officiel* No C42 dated April 28, 1972).		
Regulation (CEE) No 2798/71			
58.01	Carpets, carpeting and rugs, knotted (made up or not): A. Of wool or of fine animal hair, containing per linear metre: —at least 350 rows of knots	Iran	April 29, 1972
	(*Journal Officiel* No C42 dated April 28, 1972).		

The French text may be seen on application.

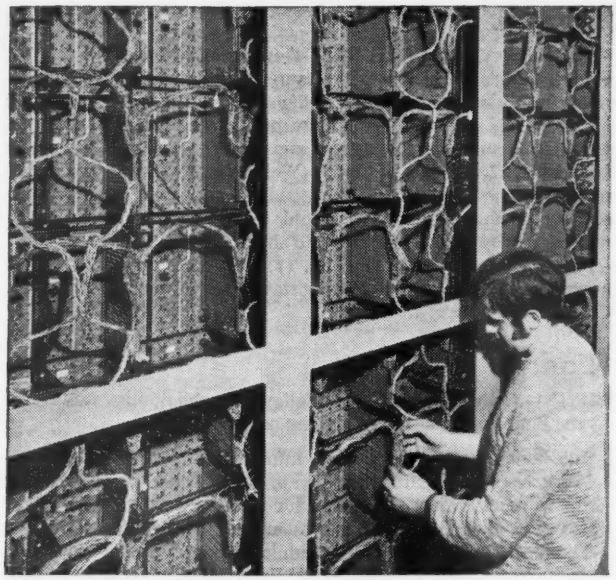
EDB ext. 7174/408

Spain

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette* of April 28, 1972 announced modifications affecting the following subheadings of the Spanish customs tariff:

Tariff no.	Description	Import duty
26.01-M	Other ores:	
1	Ilmenite	3.5%
2	Zirconium ores	Nil
3	Other	Nil
29.02-B.6	Chlorated derivatives of indene, indane, camphene and of hexanehydro dimethane-naphthalenes	1%
29.05-B.2	1,1,1-trichlor-2,2-bis(chloro-4-phenyl)ethanol	1%
29.06-A.8	Sodium orthophenylphenate	1%
29.07-C.1	Dinitroorthocresol and dinitrobutylphenol and their salts	1%
29.09-C.1	Epoxalkylhydronaphthalene halogenated derivatives	1%
29.10-A	Piperonyl butoxide	1%
29.11-A.2.b	Metaldehyde	1%
29.14-J	Alkyldinitrophenyl esters of crotonic and dimethylacrylic acids	1%
29.21-B	0,0,dialkylphosphates	1%
29.22-A.2	Ethylenediamine (1,2 diaminoethane)	1%
29.22-C	Aromatic polyamines; their halogenated, sulphonated, nitrated or nitrosated derivatives and their salts:	
C.4	*N N'*disubstituted *p*-phenylenediamine	15%
C.5	Other	4.5%
29.31-G	2,4,5,4-tetrachlorodiphenylsulphone; *N*-trichloromethylthio-3 a, 4,7,7,a-tetrahydrophthalimide; *N*-(trichloromethylthio)-phthalimide; *N*-(1,1,2,2-tetracholroethylthio) 1,2,3,6-tetra hydrophthalimide)	1%
29.31-H	2,3-dicarbon-nitrile-1,4-dithio-anthraquinone	1%
29.31-I	P-chlorobenzyl-chlorophenyl sulphide	1%
29.31-J	Methylisothiocyanate	1%
29.34-B	Phosphonates	1%
ex 38.11	Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products, put in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers)	
B.2	Other	14% (6% until June 30, 1972)
84.45-C.2	Combined reamer-milling machines and reamers:	
a	Horizontal, including universal fixed or mobile standard:	
1	With cutter-bars of a diameter of more than 180 mm. or weighing each more than 50 ton excluding the independent feeding table	14% (5% until November 15, 1972, included in Reduced Duty Appendix List)
2	Other	24%

EDB ext. 462/471/472/473



This wiring complex was built by Unidata Ltd for use on scoreboards at the Munich Olympic Games. Unidata used BICC equipment wires and telephone cables, as well as Hydant lugs and Hyfen connectors made by BICC-Burndy.

IMPORT DUTY SUSPENSION: The Spanish *State Gazette* of April 28 announced the suspension of import customs duty on the following:

Tariff no.	Description
Until July, 14, 1972:	
04.02-A.1.a	Undenatured milk, unsweetened, in powder
Until July 26, 1972:	
22.05-D.2.b	Red wine
22.08	Ethyl alcohol
Until July 31, 1972:	
03.01-A	Tunny and tunas, frozen
03.02-A	Cod fish
04.01	Milk and cream, fresh, not concentrated or sweetened
09.01-A	Coffee, not roasted
12.01-B.3	Soya beans
12.03	Seeds, fruit and spores, for sowing:
B	Other
2	Sainfoin, lucerne, bent-grass, canary grass, orchard grass and fescue seeds
3	Aubergine, onion, bean, melon and water-melon seeds
4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds
5	Sugar-beet seeds
18.01-A	Cocoa beans, whole or broken, raw
23.01-A	Flours and meals of meat and offals; greaves
23.01-B	Flours and meals of fish
29.23-D.1	Glutamic acid and its salts
ex 38.11-B.2	Selective weedkillers, except those derived from 2-4 dichlorophenoxyacetic acid and chlorate.

EDB ext. 462/471/472/473

STEAM-GENERATING NUCLEAR REACTORS: The Spanish *State Bulletin* of April 18 published Decree 924/1972 which includes a Government call for tender for the establishment of a company to produce steam-generating nuclear reactors. Capital at the start of production is to be a minimum of 1,500 million pesetas (about £9 million) with equity element at least 30 per cent. Foreign participation in the equity element will be limited to 30 per cent. Initially the company is to produce:

Product	% of national content on first production	% of national content after four years production
Reactor vessels	45	70
Parts for reactor vessels	55	70
Pressure vessels	60	75
Steam generators	30	40
Primary circuit tubing	60	70

A minimum annual production of two complete nuclear systems of up to 1,200 MW will be required, rising to four systems by 1980. Article 5A of the decree provides that the new company while initially concerning itself with light water technology only should move on to systems including fast breeders in due course.

Bids are to be presented to Ministry of Industry before noon on June 2, 1972, accompanied by a full range of industrial design and financial information. There will be a returnable guarantee 5 million pesetas. The successful company would enjoy valuable tax concessions, compulsory land purchase, free depreciation for five years and the benefits of the Spanish system of joint assembly which includes 95 per cent tariff remission on all imported parts.

A copy of the Decree in Spanish may be seen at Export House or a photocopy is available price 15p. **EDB ext. 7025**

Israel

PREVENTION OF AIR POLLUTION BY VEHICLES: The Israeli authorities have issued amendments to the regulations in respect of the prevention of air pollution, requiring that motor vehicles powered by diesel engines may not be driven unless the injecting system is sealed with a lead plug and is regulated in accordance with the manufacturers' instructions; the place where the plugs are set and their form shall be as established by the Israeli Ministry of Transport. Copies of the amendments are available on request.

EDB ext. 420/475

PURCHASE TAX: Some amendments have been made to the Israeli Purchase Tax Order affecting the following items:

Composition leather; hides and skins, whether raw, finished or semi-finished
Fruit juices; sweetened beverages; fermented fruit beverages
Heating appliances, electric (other than for central heating or hot water supply) excluding car heaters
Electro-hydraulic or electro-pneumatic door openers or closers
Conveyor belts for merchandise in shops
Plastic plates, sheets, foil, strip or film, net-worked
Plastic oilcloth
Film in rolls, sensitised, unexposed, for photomechanical processing having protective plastic layers on both sides (Israeli tariff item 37.02.2000)
Food preparations, chopped or strained in the form of puree, of the kind used as food for babies, packed in jars not exceeding 150 grams
Pianos

British exporters with inquiries should specify the item(s) in which they are interested. **EDB ext. 420/475**

Turkey

IMPORT DUTY EXEMPTIONS OR REDUCTIONS ON CERTAIN GOODS FOR APPROVED INVESTMENT PROJECTS: Decree No. 7/4079 published in the *Official Gazette* No. 14135 of March 21 gives a wide range of investment goods which Turkish industrialists will be allowed to import free of customs duty for approved investment projects as from April 29, 1972. To the extent that Turkish businessmen will seek to take advantage of these concessions, the details attached to the decree indicate the most likely areas of private sector investment in the months ahead. The new decree replaces Decree No. 6/12585 of October 28, 1969.

(continued on next page)

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TURKEY
continued

The main difference is that the one decree defines elegibility for customs duty exemption in terms of specific investment goods, whereas the 1969 decree merely defined, in broad terms, the investment sectors that could benefit. British exporters with inquiries should specify the products in which they are interested.

EDB ext. 420/475

Morocco

IMPORT REGULATIONS—PAPER AND PAPERBOARD: The Moroccan Office des Changes has announced (Circular No. 1.239) that items falling within tariff heading 48.01.19 'paper and paperboard, machine made, including cellulose wadding in rolls or sheets' have been transferred from List A (imports not requiring a licence) to List B (imports requiring licence) of the general import programme. This legislation took effect from March 16. **EDB ext. 420/475**

Algeria

IMPORT MONOPOLY: The Algerian *Journal Officiel* of March 31 announced that the following products could only be imported by the State Milk Marketing Office (ONALAIT):

Milk and cream fresh, not concentrated or sweetened
Powdered milk for use in manufacturing or for human consumption excluding powdered milk for babies
Dried milk fats, or buttermilk for use in milk production

EDB ext. 420/475

Ivory Coast

IMPORTATION OF ALCOHOLIC DRINKS: New regulations covering the importation into the Ivory Coast of alcoholic drinks over 20 degrees (tariff position 22.08 and 22.09) have been announced and are to be effective immediately. They affect whisky and gin exporters. Exporters of these products must register with the Ministre de l'Economie et des Finances (BP 1766 Abidjan); agree to sell correctly labelled bottles to the importers resident in the Ivory Coast; notify the Customs of their importer; and advise the Customs of imports each year. Importers have also to register. In addition, bottles must now carry a label marked 'Vente en Côte d'Ivoire'; the exporters' registration number; the name of the exporter; the year in which the goods are despatched and the individual number of the bottle. **EDB ext. 462/471/472/473**

Ghana

CUSTOMS TARIFF AMENDMENTS: The following notice was published in the *Ghana Gazette* of April 14 and took effect on April 7:

Customs and Excise Tariff (Amendment) Regulation, 1972. The Customs and Excise Tariff Regulations, 1966 (L.I.504) as from time to time amended, is hereby further amended in Part B of the Second Schedule thereto relating to exemptions by the substitution for the particulars in respect of Tariff No. F.62 thereof of the following new particulars:

F.62 Machinery, plant and apparatus
(1) Machinery, plant and apparatus approved by the Comptroller;
(a) for agricultural or horticultural use, irrigation and water supply,
(b) for scientific purposes and research.
(2) Spare parts certified by the Ministry of Agriculture and approved by the Comptroller for use solely on machinery for agricultural purposes. **EDB ext. 471/472/473**

Republic of Zaire

IMPORT REGULATIONS: It has been announced by the Banque du Zaire that declarations for imports valued at less than 200 zaires are now subject to approval by the National Bank and to an export certificate from the cargo superintendents. Excluded are industrial spare parts which are classified under the headings 84 to 86 and 88 to 91 of the Zairian customs regulations.

CRE ext. 2334/3338

Tanzania

WEIGHTS AND MEASURES: Government Notice No. 21, the Sale of Goods (Weights and Measures) (Made-up Goods) Regulations, published in the *United Republic of Tanzania Gazette* of February 11, defines the requirements for markings of quantity, weight, measure, manufacturers and packers names. **Government Notice No. 22,** the Sale of Goods (Weights and Measures) (Amendment of Schedules) Regulations, published in the same *Gazette*, sets out schedules of goods to be sold: (*a*) by weight, (*b*) by weight or number, (*c*) by capacity measure, (*d*) by weight or capacity measure, (*e*) by weight or linear measure, (*f*) prepacked and in specified quantities, and (*g*) goods requiring statements of weight or measure. Copies of the notices are available. **EDB ext. 471/472/473/462**

Nigeria

BUYING COMMISSION: The following public notice was issued by the Board of Customs and Excise on April 14.

It is hereby notified for general information that with effect from April 1, 1972, the arbitrary buying Commission of 4 per cent in the value of imported goods included under Section 42 (3) of the Customs and Excise Management Act, No. 55 of 1958 and Section 1 (3) of the Second Schedule to the Act and referred to in paragraph 12 of the Customs and Excise Notice No. 13 published as Government Notice No. 1989 of 1970, has been abolished.

2. The value of imported goods for Customs purposes will continue to be based on the Second Schedule to the Customs and Excise Management Act No. 55 of 1958. Such value shall include actual buying commission charged by an independent overseas buying agent which must be declared on the relevant invoice. Commission charged by associated overseas company is not to be included in the value for duty purposes and such Commission is not permitted to be included in the foreign exchange earnings of the supplier.

3. Attention is drawn to Section 142 of the Customs and Excise Management Act No. 55 of 1958 which prescribes penalties for false declaration. **EDB ext. 471/472/473**

Kenya

IMPORT LICENSING REGULATIONS: Legal Notices Nos. 69 and 70, published in the *Kenya Gazette Supplement* of April 14, amend the First Schedule to the Imports, Exports and Essential Supplies Order, 1968 (published in the *Board of Trade Journal* of December 13, 1968), to the following extent:

Legal Notice No. 69—First Schedule

Code	Item
(*a*) by the deletion of the following items:	
692 3 0 0	Gas cylinders
861 9 3 0	Wooden rulers
(*b*) by the insertion of the following new items:	
692 3 0 0	Gas cylinders (all imports of East African Oxygen Ltd.'s high pressure gas cylinders are exempted)
861 9 3 0	Wooden rulers metre measures of length are exempted)

Legal Notice No. 70—First Schedule

Code	Item
(*a*) by the deletion of the following items:	
894 4 2 0	Other requisites for outdoor sports, eg footballs, volley balls, netballs, rugby footballs, medicine balls and industrial gloves, etc.
(*b*) by the insertion of the following new item:	
894 4 2 0	Other requisites for outdoor sports, eg footballs, volley balls, netballs, rugby footballs, medicine balls and industrial gloves

All goods listed in the First Schedule to the Imports, Exports and Essential Supplies Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

EDB ext. 471/472/473/462

Republic of South Africa

FROZEN FISH AND FROZEN MARINE MOLLUSCS: The South African *Government Gazette* of April 28 carries the proposed compulsory specification for frozen fish, frozen marine molluscs and frozen fish and frozen marine mollusc products.

EDB ext. 471/472/473/462

CUSTOMS TARIFF CHANGES: The following alterations were notified in the South African *Government Gazette* of April 14.

The duty on slag wool, rock wool and similar mineral wools, and mixtures and articles thereof, is increased from free to 20 per cent.

Provision is made for a rebate of the full duty on board of mineral wool for the manufacture of acoustical ceiling tiles and ceiling board, in such quantities and at such times as the Secretary for Industries may allow by specific permit.

The duty on transistors is amended to the following extent:

Of a value for duty purposes not exceeding 12c each—10c each less 50 per cent (General) and 10c each less 55 per cent (Preferential).

Other—30 per cent with a maximum of 6c each plus 5 per cent (General) and 25 per cent with a maximum of 6c each (Preferential).

Specific provision is made for transistor elements (unmounted) including undiced discs (wafers) at a rate of duty of 35 per cent (General) and 30 per cent (Preferential).

The following alteration was notified in the *Government Gazette* of March 30. The duty on prepared electrical insulating tape, not coated or impregnated, is increased from 5 per cent (General) and free (Preferential) to 20 per cent (General) and 15 per cent (Preferential).

MOTOR-CYCLISTS' HELMETS: The South African *Government Gazette* of April 14 carries the proposed compulsory standard specification for protective helmets for motor-cyclists.

EDB ext. 471/472/473/462

Lebanon

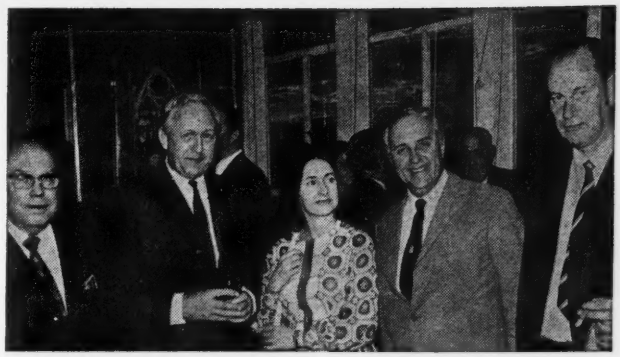
IMPORT REGULATIONS ON CYCLAMIC ACID, SACCHARIN ETC.: According to a decision (Arrete No. 148/1 of April 8) published in the Lebanese *Official Gazette* No. 30 of April 13, the Lebanese Minister of Public Health has banned the import into the Lebanon of cyclamic acid, cyclamic acid salts and medical preparations, food preparations and beverages to which cyclamic acid or cyclamic acid salts are added. The import of saccharin and saccharin salts in powder form or any other pharmaceutical form is subject to special licence to be issued by the Drugs Department of the Ministry of Public Health. Medical preparations containing very small quantities of saccharin or saccharin salts for sweetening purposes and other substances of medical effectiveness do not require a special licence. **EDB ext. 420/475**

Iran

IMPORT REGULATIONS: The Iranian Ministry of Economy has issued details covering the import of certain items of machinery, their spare parts and accessories, which are, and are not, subject to the prior permission of the Ministry.

The Ministry also notifies that the registration of orders for the following imports *do not*, until further notice, require the prior permission of the Ministry:

Tubes and covers thereof for passenger cars, trucks, buses and tractors
Acrylic plates and rods
Stop lights of vehicles
Screens for projecting films
Plastic seals for bottles
Aerosol can valves
Celluloid sheets
Case in sheets (Gallalit)
Metal sheets laminated with plastic sheets
Metallised plastic film and ribbons
Ribbon, cord and plastic profiles reinforced with aluminium or covered with aluminium
Special metal coated fibre
Ebonites for use in electronic industries
Sheets prepared from leather and plastic
Plastic postcards with embossed illustrations in different sizes
Celluloid sponges
(rtm) Cellophane ribbons
Artificial nails
Adhesive printed labels
Respiratory masks
Plastic tubes for shampoo
Plastic stencilling paper
Plastic carbon paper
Flowered and figured plastic films for plastic containers
Tape recorder ribbon spools
Plastic erasers
Plastic glass for watches
Light reflector bands and sheets (shabrang)



The film 'City Port' was shown recently to representatives of port and transport interests in Johannesburg. This picture was taken at a reception held afterwards at the British Consulate-General and shows (from left to right): Mr. E. Ferreira, African Shipping Ltd.; Mr. M. E. Browne, Director British Trade Promotion in S.A.; Mrs. Bowey, Mr. W. Bowey, Assistant Director-General, Port of London Authorities; Mr. B. Penrose, African Shipping Ltd.

Plastic covers for travellers cheques imported by banks
Polyester film for lamination
Asbestos ribbon made of plastic for gas cookers
(rtm) Teflon ribbon for stopping leakage of water tubes
Plastic golden bands for designing and imprinting purposes
Plastic bags for urination
Sterilised plastic gloves used for medical purposes
Rods and plates made of polyomid

The following items, imported by manufacturers and importers of spare parts, do require the prior approval of the Ministry of Economy:

Chassis and related parts for all models
Front and rear shields only for locally manufactured models
All bent and pressed parts of body (both the driver's cabin and frame in front of side doors and floor) only for locally manufactured models
Stake body and parts for all models
Spring, hub and clamp (permissible for trucks exceeding 15 tons) for locally manufactured models
Radiators and parts for all models
Fans and fan pulley for locally manufactured models
Air filters for locally manufactured models
Engine bonnets, mudguards and parts thereof, for locally manufactured models
Seats and upholstery for all models
Exhaust pipes, mufflers and parts thereof for all models
Fuel tanks for locally manufactured models
All electrical wiring and clamps thereof for locally manufactured models

EDB ext. 420/475

Singapore

CUSTOMS DUTIES: The Singapore *Government Gazette* has published the Customs Duties (Amendment No. 3) Order, 1972, which amends the Customs Duties Order, 1971, as follows:

1. By substituting for the existing full and preferential duties against the following, the word 'nil'

Code	Description	Unit of quantity
571 309	Other pyrotechnic articles (eg fire-crackers)	Kg

2. By substituting for the existing full and preferential duties against the following, the words '30 cts per 1,000 sq. cm. or 25 per cent'.

Code	Description	Unit of quantity
662 451-9	Glazed wall tiles of ceramic materials in square sizes 7.6 cm x 7.6 cm and above	Tonne

CONTINUATION OF IMPORT QUOTAS: The Singapore Import and Export Notice No. 5/72 of April 1, states that import quotas for the following goods will be continued at the present levels for the period April 1 to September 30, 1972, and that licences will be issued for half the annual quota:

Goods	Quota levels
Carbon paper	100 per cent of 1967 imports
Chicken essence	100 per cent of 1967 imports
Fluorescent tubes	150 per cent of 1967 imports

(continued on next page)

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SINGAPORE
continued

IMPORT CONTROL: The Singapore Import and Export Notice No. 6/72 of April 12 states that:

1. The import of the following pharmaceuticals/chemicals is now subject to endorsement by the Director of Medical Services before the Controller and Registrar of Imports and Exports can approve such import:

Code	Description	Unit of quantity
512 130	Halogenated derivatives of hydrocarbons	Value
512 140	Other derivatives of hydrocarbons	Value

2. The import of the following items is no longer subject to endorsement by the Director of Medical Services:

Code	Description	Unit of quantity
599 740	Prepared glazings, dressings and mordants of a kind used in the textile, paper, leather or like industries	Kg
599 780	Preparations and charges for fire-extinguishers and charged fire-extinguishing grenades	Value

EDB ext. 401/468/469

Malaysia

CUSTOMS DUTIES AMENDMENTS: The Malaysian *Government Gazette* of February 10, published the Customs Duties (Amendments Nos. 2 and 3) Orders, 1972, which amend the First Schedule to the Customs Duties Order, 1968, by deleting the heading numbers:

39.07 810	48.15 300	73.11 290	73.15 619	73.15 639	84.20 710
48.07 440	73.11 120	73.15 618	73.15 638	73.32 100	

and inserting in the appropriate places:

Heading no.	Description	Unit of quantity	Federation Common Tariff
39.07	Articles of materials of the kinds described in heading Nos. 39.01 to 39.06:		
810	Self-adhesive plastic tapes	Value	40% or 6 cts per sq ft whichever is the higher
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49), in rolls or sheets:		
440	adhesive paper	Cwt.	30% or 3 cts per sq ft whichever is the higher
48.15	Other paper and paperboard, cut to size or shape:		
	Other:		
	in strips, rolls or sheets:		
310(P)	adhesive paper	Cwt.	30% or 3 cts per sq ft whichever is the higher
390(P)	other than adhesive paper	Cwt.	30%
62.05	Other made up textile articles (including dress patterns):		
200(P)	Laces for shoes, boots, corsets and the like	Value	25% or 1 ct per pair whichever is the higher
73.11	Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements:		
	Shapes and sections, other than angles and slotted angles, 80 mm or more:		
121	5 mm or less in thickness	Ton	Nil
129	other	Ton	Nil
	Shapes and sections, other than angles and slotted angles, less than 80 mm:		
291	5 mm or less in thickness	Ton	Nil
299	other	Ton	Nil
73.15	Alloy steel and high carbon steel in the forms mentioned in heading Nos. 73.06 to 73.14:		
	Shapes and sections, other than angles and slotted angles, 80 mm or more:		
	of high carbon steel:		

613	5 mm or less in thickness	Ton	Nil
614	other	Ton	Nil
	of alloy steel:		
615	5 mm or less in thickness	Ton	Nil
616	other	Ton	Nil
	Shapes and sections, other than angles and slotted angles, less than 80 mm:		
	of high carbon steel:		
633	5 mm or less in thickness	Ton	Nil
634	other	Ton	Nil
	of alloy steel:		
635	5 mm or less in thickness	Ton	Nil
636	other	Ton	Nil
73.32	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring-washers, of iron or steel:		
100	Bolts and nuts	Ton	30% or $15 per cwt. whichever is the higher
84.20	Weighing machinery (excluding balances of a sensitivity of 5 centigrams or better), including weight-operated counting and checking machines; weighing machine weights of all kinds:		
	Other scales and weighing machines:		
710	platform scales of a calibration not exceeding 100 katies	No.	50% or $30 whichever is the higher
96.02	Other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers; squeegees (other than roller squeegees) and mops:		
	Paint brushes, flat:		
310(P)	of a width of 1 inch or more	Doz.	30%
390	of a width below 1 inch	Doz.	10%

P = Duties extend to Penang.

EDB ext. 469/468/401

Mexico

IMPORT LICENSING AMENDMENTS: The import into Mexico of the following items has been made subject to licence up to and including the dates indicated:

Tariff no.	Description	Terminal date
82.05.A006	Taps for screw-cutting	Oct. 11, 1972
30.05.A006	Diagnostic reagents (streptolisine 'O' only)	April 3, 1973
29.36.A043	Sulphatiazole sodium salt	April 4, 1973
84.61.B038	Twin air compensating valves for internal combustion engines	April 4, 1973
39.07.A050	Gloves, over 40 cm. long	April 11, 1973
90.10.B999	Contact photo-copying apparatus	April 11, 1973
84.41.B002	Sewing machine heads	April 11, 1974
84.41.B003	Sewing machine heads	April 11, 1974
84.41.B004	Sewing machine heads	April 11, 1974
28.17.A003	Potassium hydroxide (caustic potash)	April 5, 1975
97.03.A030	Educational toys	April 11, 1975

British exporters with inquiries about this notice should specify the products in which they are interested. **EDB ext. 474/476/7312**

IMPORT DUTIES: It has been announced in the *Official Gazette* of April 5, that, as from that date, import duties will be payable on the following items when imported into the Free Zone of Baja California and Parcial de Sonora:

Tariff no.	Description
87.01.A003 87.01.A004	Tractors, lorries, for hauling semi-trailers, with engines other than spark ignition
87.02.D003 87.02.D004 87.02.D006	Motor vehicles for the transport of goods, assembled outside Mexico
87.03.A002	Concrete mixers, each exceeding 3,000 kg in weight

EDB ext. 474/476/7312

REGISTRATION OF FOREIGN BANKS—REGULATIONS: The new rules for the registration of foreign banks and other institutions which lend money in Mexico were published in the *Official Gazette* on April 10. A summary of the provisions is available from Commercial Relations and Exports Division who also have copies of the necessary registration forms, some of which must be presented before May 31. **CRE ext. 2290**

Argentina

POTATO DUTY REPEALED: Owing to a 37 per cent drop in the potato harvest the Argentine Government has waived import duties on potatoes until October 15, 1972. **EDB ext. 474/476/7312**

St. Lucia

CUSTOMS TARIFF CHANGES: The First Schedule to the Saint Lucia Customs Ordinance has been further amended by substituting for items 732-03.01 and 733-09.01 the following:

Item no.	Description	Unit for classification	Rate of duty Pref.	Rate of duty General
732.03.01*†	Truck tractor semi-trailer combinations	100 lb. No.	10%	30%
732.03.02*	Buses, trucks and lorries	100 lb. No.	10%	30%
732.03.09*	Other road motor vehicles complete n.e.s.	100 lb. No.	10%	30%
733.09.01†	Trailers, semi-extra trailers for truck tractor semi trailer combination	lb. No.	10%	15%
733.09.02	Road vehicles including trailers n.e.s. (except item 733.09.01)	lb. No.	10%	15%
733.09.09	Parts (for item Nos. 733.09.01, 733.09.02)	lb. No.	10%	15%

* Free of the 25% additional surcharge.
† To be exempt from import duties for three years from July 6, 1970.

EDB ext. 474/476/7312

United States

RECREATIONAL BOAT SAFETY REGULATIONS: Under the authority of the Federal Boat Safety Act of 1971 the US Coastguard has announced proposals governing the certification of boats and associated equipment (excluding radio equipment) that comply with the US boat safety standards and regulations and the identification of boat hulls. The proposals provide for the allocation of manufacturers identification markings and the display on boats and equipment of certification labels in a prescribed form. Proposals are also made as to the safe loading, rowing and emergency flotation and the marking of capacity information on certain boats. The US Coastguard will receive comments on the proposals up to May 31. **CRE ext. 3365**

IMPORT DUTIES ON GLASS: In *Trade and Industry* of February 10 it was announced that the first of three scheduled reductions in the 'escape clause' rate of import duty on window glass was to be delayed for 90 days; this was to enable the President to consider the report of a further Tariff Commission investigation extending to flat glass and tempered glass. The President has taken no action on the Commission's report and the first scheduled reduction on window-glass became effective on April 30. **EDB ext. 455/456/457**

POTTERY: In *Trade and Industry*, March 9, it was stated that the US Tariff Commission had reported to the President the findings of an escape clause investigation. Modified rates of duty have now been announced on the articles which were found to be causing serious injury to the US industry. The new rates apply to articles entered, or withdrawn from warehouse on or after May 1. (FR 26.4.72). **EDB ext. 455/456/457**

(continued on next page)

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UNITED STATES

continued

PACKAGING STANDARDS: It is proposed that household substances containing 10 per cent or more of sulphuric acid should require special child protection packaging. Comments should be submitted (preferably in quintuplicate) by June 19, to the Hearing Clerk, Dept. of Health, Education and Welfare, Room 6-88, 5600 Fishers Lane, Rockville, Md. 20852. (FR 20.4.72)

CRE ext. 2397

Canada

PRECIOUS METALS MARKING ACT: A new Precious Metals Marking Act has been passed by the Canadian Government but it will not come into force until the Regulations are finalised, possibly in three or four months' time. It is understood that no drastic changes from current practice are involved. A further notice will be published as soon as the new regulations are received.

EDB ext. 455/456/457

HAZARDOUS PRODUCTS—OVERLABELLING: The Canadian Department of Consumer and Corporate Affairs has issued a notice which clarifies the position regarding overlabelling (ie the use of stickers, seals, etc.) on regulated products. The statement makes it clear that overlabelling as such is not prohibited provided the regulatory requirements, including labelling in both the English and French languages, are wholly met. Copies of the notice are available from Tariff Section. **EDB ext. 455/456/457**

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice

49	Temporary importations: international co-operation.
77E	Purchase tax-exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
275	Documentation of Exports for Statistical Purposes
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
300A	Export reliefs scheduling scheme, supplementary particulars.
467	The New Customs Tariff and Overseas Trade Classification.

Exchange Control Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

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